

**Packers' 1921 Reports Show Trade Upturn** *In this issue*

Vol. 66

No. 1

THE

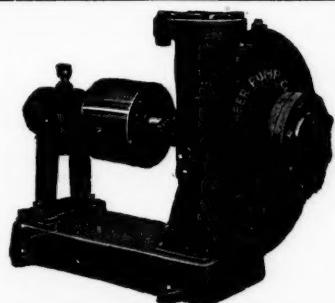
# NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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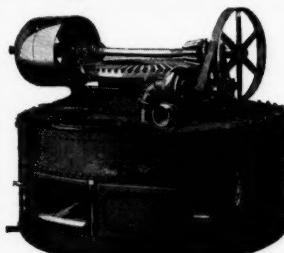
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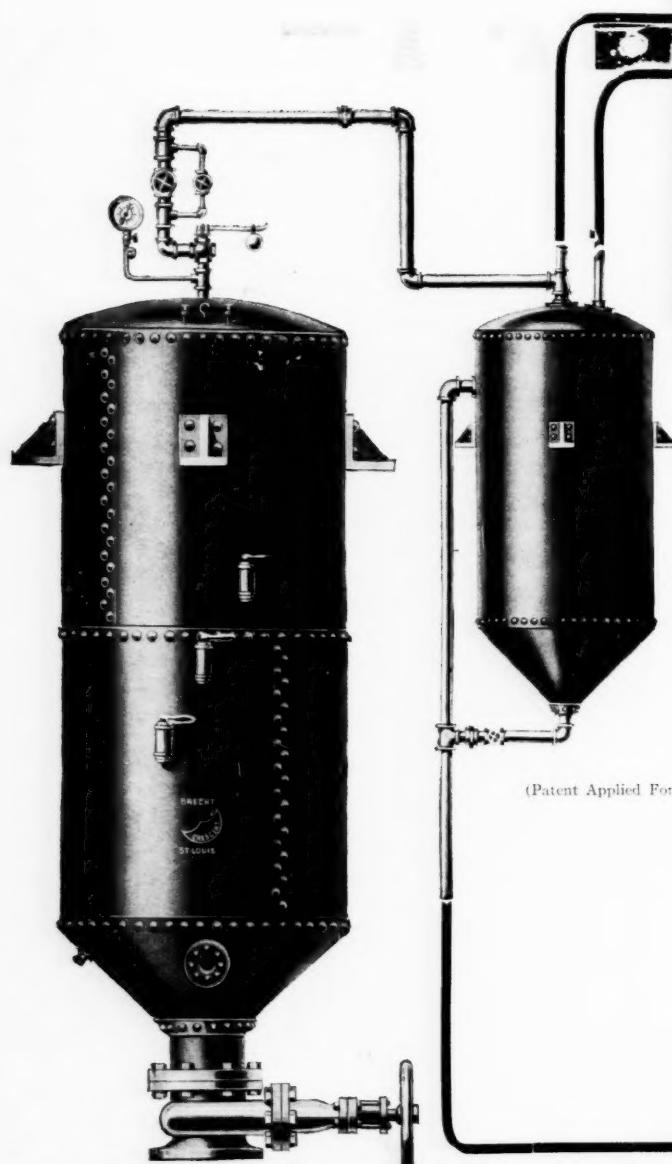
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# THE NATIONAL PROVISIONER

[Trade Mark Registered U. S. Patent Office.]

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

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Vol. 66.

Chicago and New York, January 7, 1922.

No. 1.

## Livestock Supplies and Prices in 1921

A survey of livestock movements for the calendar year 1921 serves to confirm the fact that meat supply conditions in 1921 were not healthy. This was due to the readjustment of values, carrying back prices to the 1915 level, the inability of the public to buy the usual volume of meat because of unemployment and slowing up of business, and the recent lack of a broad foreign demand on account of disorganized exchange.

The return of prices of live animals to pre-war levels apparently discouraged meat producers, for the number of cattle sent to market was over 15 per cent smaller than during the previous year. Receipts of hogs were about the same as last year. While sheep marketings were a little larger, this was merely a sign of continued liquidation in the sheep business.

A study of seven leading markets shows a decrease in cattle receipts of 1,289,000 head from the figures for 1920. Of these markets the heaviest loser was St. Paul, which showed a decrease of 363,486 head. The main cause of this decline was the fact that fewer Western range cattle were sent in through that channel, and also the small supply of Canadians on account of the 30 per cent duty. Indications of the decrease at Fort Worth, Tex., is that it is due to the drought of three years ago and the heavy liquidation of cattle during the war period, not yet replenished.

### Hog Supply Only Slightly Less.

While there was a slight decline in the number of hogs marketed in 1921 at seven centers, and probably for the total of all centers, the receipts at Chicago showed an increase of over 600,000, and at St. Louis over 78,000. The quality was generally good, with large percentage of light hogs sent in late in the year because that class was most popular on account of the demand centering largely on the fresh meat trade.

The sheep receipts showed marked gains in most markets, being much larger than any decrease at other points. Chicago led in the gains, having nearly 730,000 more than in 1920. Kansas City and St. Joseph were about on a par with gains of 93,000 and 88,000, respectively.

### Yearly Livestock Receipts.

The actual receipts of cattle, calves, hogs and sheep at seven leading centers

for 1921 and 1920 are reported as follows:

	CATTLE.	1921.	1920.
Chicago	City	2,703,294	3,107,000
Kansas	City	2,050,727	2,108,092
Omaha		1,370,532	1,362,141
St. Louis		1,092,400	974,416
St. Joseph		482,105	552,969
Sioux City		588,382	716,222
St. Paul		623,515	987,001
Totals		8,680,915	9,969,911

### CALVES.

	CALVES.	1921.	1920.
Chicago	City	746,244	742,405
Kansas	City	418,715	392,074
Omaha		34,084	78,678
St. Louis		*275,800	279,134
St. Joseph		75,936	89,930
Sioux City		31,991	35,436
St. Paul		361,311	386,113
Totals		2,004,081	2,003,770

### HOGS.

	HOGS.	1921.	1920.
Chicago		8,147,646	7,525,120
Kansas	City	2,294,556	2,469,419
Omaha		1,076,576	1,098,182
St. Louis		*320,938	3,598,040
St. Joseph		1,785,239	1,913,755
Sioux City		1,738,584	2,172,637
St. Paul		2,209,518	2,246,948
Totals		22,071,757	22,433,301

### SHEEP.

	SHEEP.	1921.	1920.
Chicago		4,734,408	4,005,237
Kansas	City	1,780,296	1,687,017
Omaha		2,752,962	2,890,748
St. Louis		*635,828	604,769
St. Joseph		930,911	842,638
Sioux City		288,407	358,132
St. Paul		632,865	728,357
Totals		11,755,677	11,117,499

\*Calves not separately reported.

### December Livestock Receipts.

The receipts of livestock at seven leading centers for the month of December, according to official reports, were as follows:

	Cattle.	Hogs.	Sheep.	Steers.	Hogs.	Lambs.
Chicago	221,959	875,320	344,681	—	—	—
Kansas City	126,352	153,764	138,486	Top	Top	Top
Omaha	69,211	91,160	158,237	48,70	\$10.25	\$12.50
St. Louis	68,680	342,216	44,142	10.75	8.20	11.00
St. Joseph	39,347	229,093	72,063	10.75	9.05	11.75
Sioux City	36,897	123,175	26,257	19.00	8.15	10.25
St. Paul	41,385	217,422	37,139	9.75	8.25	9.05

### Livestock Prices During 1921.

The price trend of cattle during 1921 shows that the decline started in the fall of 1920 and continued downward until prices were under the first cost of the cattle. Lately it was seen that the heavier the cattle the more unpopular they were with buyers, for this was a year in which the public demanded cuts from light weight beef, and yearlings were in the ascendency. Baby beef was sought for because the public purse was limited to small investments with an insistent call for quality.

The year started with beef steers selling at an average for January of \$8.70. February showed a bad slump, although receipts were less than in January. During March the market went to \$9.05, which was the highest average for the year. From then until the middle of the summer prices went down, with trade dull and slumpy all the remainder of the year.

In spite of a lower price trend during 1921 hogs were profitable and will be more so in 1922. In January of 1921 the best hogs sold at \$10.25, with the bulk at \$9.40. In November the top was \$8, with the average price \$7. December showed a still lower trend. The year's finish showed hogs generally \$2 under the prices of the previous year and at the lowest level since 1915.

On account of the depression in agriculture there was a disposition to liquidate hogs freely, and many sent in were of lighter weight than usual. Late in the year there developed an unusual demand for light shipping hogs because of a scarcity in Eastern territory. A broad demand for pork loins, as the most economical meat, intensified interest in this class of hogs.

The year opened with liberal supplies of lambs and demand good. In January the best lambs sold for \$12.50, and the average was \$10.90. During February the market broke \$1.50, but stiffened up in March and April and reached the top in June when \$13 was paid for best lambs. Supplies increased from then on and prices declined until October when the best lambs were selling at \$9.35. Later as the range crop was exhausted and supply lessened the market improved somewhat.

The top and average prices for the year 1921 by months follow:

### Top and Average Monthly Prices.

Months.	Top.	Ave.	Top.	Ave.	Top.	Ave.
Jan.	\$11.50	8.70	\$10.25	\$9.40	\$12.50	\$10.90
Feb.	10.75	8.20	10.75	9.35	11.00	9.20
March	10.75	9.05	11.75	9.90	11.25	9.65
April	19.00	8.15	10.25	8.50	11.25	9.60
May	9.75	8.25	9.05	8.35	12.75	11.10
June	9.50	8.00	8.85	8.20	13.00	11.00
July	10.00	8.10	11.75	9.75	11.75	10.30
Aug.	10.85	8.50	11.85	8.35	10.85	9.65
Sept.	11.00	8.00	9.65	7.60	10.25	8.80
Oct.	12.40	8.10	9.00	7.70	9.35	8.55
Nov.	12.50	7.40	8.00	7.05	10.50	8.35
Dec.	12.00	7.25	8.25	7.00	11.75	11.00

Slaughters at eight leading markets during December, 1921 and 1920, according to official reports, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	120,301	45,110	327,188	214,208
Kansas City	59,219	9,841	112,200	61,608
St. Louis	24,983	4,615	96,740	21,163
Omaha	27,430	838	88,101	40,680
St. Joseph	27,209	4,907	181,257	58,921
Sioux City	13,078	1,494	41,230	12,804
Wichita	3,455	668	19,439	195
Denver	4,812	659	17,418	6,302

Total, 1921.... 280,487      68,432      983,553      415,881  
 Total, 1920.... 334,604      69,170      1,428,012      505,898

Slaughters for the 12 months' period ending December 31, 1921, at seven leading centers are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,038,535	393,991	5,147,213	3,382,955
Kansas City	972,828	226,867	1,714,849	1,301,428
St. Louis	337,180	127,695	286,021	391,025
Omaha	—	—	34,449	1,970,278
St. Joseph	303,749	65,134	1,516,877	1,730,450
Sioux City	244,728	28,654	1,047,431	191,485
Denver	103,699	18,286	210,693	180,430

Total, 1921.... 4,403,180      1,294,174      12,802,898      6,121,475  
 Total, 1920.... 5,192,449      1,204,466      14,486,034      6,744,736

January 7, 1922.

## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings, and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 22 West Monroe St., Chicago, Ill.

### INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

**Rates on Fresh Meats.**—In a report on No. 12014, Equity Co-operative Packing Company vs. Director General, as agent, opinion No. 7291, 64 I. C. C. 615-18, the Commission held unreasonable a rate of 54 cents on fresh meats from Haggart, N. D., to St. Paul and Duluth, established in 1919, to the extent that it exceeded a rate of 35.5 cents prior to August 25, 1920. It held the rate of 30 cents on packing house products not unreasonable. The report also covers a sub-number by the same complainant against the Northern Pacific. The Commission's report said the complainant was vitally interested in a rate for the future but, through oversight, had failed to ask for an order establishing such rate as the Commission might hold to be reasonable. No order, therefore, was issued but the Commission's report might be taken to indicate that it would consider unreasonable any rate in the future in excess of 35.5 cents plus 35 per cent advance allowed carriers in that territory in its report on Ex Parte No. 74. It found that the rates under attack were unreasonable to the extent they exceeded 35.5 cents prior to August 26, 1920, and 35.5 plus thirty-five per cent since that date.

**Live Stock Rates and Terminal Charges.**—Docket No. 12630. The National Livestock Exchange vs. The Atchison, Topeka & Santa Fe Railway Company, et al. The National Traders' Livestock Exchange has been permitted to intervene. It relates to rates on ordinary livestock between interstate destinations because of increases under Ex Parte No. 74, and also against collection of terminal charges on livestock shipments at Chicago, Omaha and other points.

**Chicago Livestock Exchange Cases to Be Heard.**—Docket No. 13198, Chicago Livestock Exchange vs. Director General as Agent, et al.; and Docket No. 12614, Chicago Livestock Exchange vs. Director General as Agent, et al.; have been assigned for hearing Jan. 23 at 10 a. m., in the Great Northern Hotel, Chicago, before Examiner Keeler.

**Kansas City and Texas Livestock Rates.**—Docket No. 13002, Kansas City Livestock Exchange vs. A. & S. Ry. Co., et al. Brief and argument for complainant and the Texas and Southwestern Cattle Raisers Association ask that the Commission prescribe rates on ordinary livestock, carloads, from Kansas City to Texas as points the same as are now in effect northbound and rates on stocker and feeder livestock on a basis not higher than 75 per cent of the present northbound rates on livestock in condition for slaughter.

**Dried Beef Glass Rates.**—Docket No. 11130, Indian Packing Corporation vs. Director General of Railroads, et al., an answer to defendants' petition for rehearing has been filed by complainant contending that the petition has no merit and that the Commission's decision classifying dried beef, in glass, l. c. l., as third class, should stand and that complainant must meet competition of the big packers who ship in mixed carloads at the 5th class rate.

### Rate on Canned Condensed Milk.

The commission, in a report on No. 12128, Armour & Co. vs. Chicago & North Western et al., opinion No. 7301, 64 I. C. C. 641-2, condemned as unreasonable a commodity rate of 38.5 cents on canned condensed milk, from Denmark, Wis., to Bangor, Me., to the extent that it exceeded 36.5 cents, which was the rate contemporaneously applicable to canned milk when the shipment moved May 21, 1917. The lower rate was also the fifth class rate. By exception to the classification the fifth class rate was supposed to apply on canned condensed milk, but the carriers had published a commodity rate two cents higher. After the shipment involved was made they canceled the higher commodity rate so that the fifth class would apply.

**New Complaint on Tin Cans.**—In No. 13368, Armour & Co., Chicago, vs. Director General, as agent, complains of unjust and unreasonable rates on empty tin cans from Cragin, Ill., to Bloomer, Wis., and asks for reparation down to rate in effect at Chetek, Wis., a more distant point.

### SUSPEND OIL RATE REDUCTION.

By a recent order entered in Investigation and Suspension Docket No. 1461, the Interstate Commerce Commission suspended until April 25, 1922, the operation of certain schedules on cottonseed oil and products published in Supplement No. 3 to Agent Fonda's I. C. C. No. 3, effective December 26, 1921, and I. C. C. No. 121, effective January 6, 1922. The suspended schedules provide reductions in the commodity rates on cottonseed products from Brownsville, Eagle Pass, El Paso and Laredo, Texas, to New Orleans, La., and sub-ports, for export. The following shows the present and proposed rates in cents per 100 pounds to New Orleans, La., from points indicated:

From —	Cottonseed cake		
	— Cottonseed oil —	and meal —	Present. Proposed. Present. Proposed.
El Paso, Tex. ....	59½	53.8	52½ 47.4
Brownsville, Tex. ....	59½	53.8	52½ 47.4

### CALLS AGRICULTURAL CONFERENCE.

President Harding has asked Secretary of Agriculture Wallace to call a national conference at Washington "to suggest practical ways of improvement" for "the severe agricultural depression which exists throughout the land." As a result invitations have been wired to some of the organizations and individuals whose advice is to be sought. As yet no date has been set for the meeting, but it is expected to convene within a month.

The suggestion has been made by the President that the conference divide its work into two sections, one "for consideration of our present day difficulties which though temporary, are serious and need effective attention," and the second to deal with a "survey of the future in an effort to determine upon general policies."

### ROAD STOPS STOCK SLAUGHTER.

Because enough livestock to supply a city of 25,000 with meat for nearly two years was destroyed in 21 months by trains killing stock along its right of way, the Louisville and Nashville Railroad has issued a "kill-no-stock" order to its train crews. The period covered the year 1920 and the first 9 months of 1921, during which the road suffered a loss of \$750,000 in damages paid to livestock owners.

**How should summer or dry sausage be prepared and held if not sold at once? Ask THE BLUE BOOK, the "Packer's Encyclopedia."**

### NUTRITION EXPERT ENGAGED.

Another step forward in the constructive efforts of the Institute of American Meat Packers was made known this week in the announcement that a well-known nutrition expert had been added to the Institute staff, to give his entire time to the work connected with making known all the food values of meat. This expert is Dr. E. B. Forbes, already a member of the Institute's Committee on Nutrition. Concerning his appointment W. W. Woods, director of the Bureau of Public Relations, says in a letter to members:

In further accord with the resolution passed at our last convention that the officials of the Institute "be encouraged and authorized to institute such measures . . . as will adequately correct the misinformation which exists in some quarters concerning meat, and promote an accurate understanding of real facts with regard to the food value of meat," the President of the Institute on recommendation of the Committee on Nutrition, recently authorized the engagement of Dr. E. B. Forbes, a scientist nationally known as a specialist in nutrition.

Negotiations with Dr. Forbes have been completed satisfactorily and he is now giving his full time to the nutritional work of the Institute—a much-needed addition to its working staff, since our efforts to give the consuming public accurate facts about meat had been handicapped by the surprising lack of any compilation of existing scientific data on the subject.

Dr. Forbes is unusually well qualified for the work he is undertaking. He was educated at the University of Illinois and Missouri; has taught animal husbandry at these institutions and was for many years chief of the department of nutrition of Ohio Agricultural Experiment Station. During the war Dr. Forbes served as a major in the Sanitary Corps of the A. E. F. He is a member of the leading scientific societies and is chairman of the sub-committee on Animal Nutrition in the National Research Council.

Another phase of the meat campaign is reported by director Woods in sending out copies of the new booklet on "Meat." Concerning it he says:

It is a sort of cook book, but different from any other cook book we ever have seen in that it discusses the place of meat in the diet and also devotes its recipes largely to the less familiar but wholly desirable cuts. It is the sort of booklet, we believe, which any intelligent housewife would value, but which will be especially welcome to the home economist, the household editor, the domestic scientist, the dietitian and the teacher of cookery. It will receive that sort of distribution through the Institute.

In addition to the 100 copies sent each member at this time, more than 20,000 copies will be distributed to good purpose by sending 100 copies to each member company. The Institute will be glad to fill additional requests for individual copies up to the limit of its supply.

### AMERICAN GIFT TO BRAZIL.

A committee has just been formed of which Lawrence Armour, vice-president of Armour & Co., is a member, to enlist nation-wide support for a plan to present Brazil with a memorial on behalf of the American people at the celebration in Rio Janeiro next year in honor of the one hundredth anniversary of Brazil's independence. The movement originated with the American colony in Brazil and was at once adopted by the American Chamber of Commerce for Brazil.



## PACKERS HAVE REACHED TURN IN THE ROAD

### Profits Being Made with Inventory Losses Written Off

The annual report of Swift & Company, a barometer of conditions in the meat packing industry, shows that during 1921 the industry "touched bottom," and is now well on the way upward.

The report covers a fiscal year ending November 5, 1921. Strike from it the first few months, which fell within the "slump" period of a year ago, and the record would have been even more optimistic. So far as 1921 is concerned, conditions improved month by month, and Louis F. Swift says that "nothing short of another general trade depression can keep us from continuing to earn a profit during our present fiscal year."

The report figures show that losses last year lay in the final inventory cut-down, not in a drop in business done. Though inventories shrank \$20,000,000 in 1921, the decrease in tonnage was only about 6 per cent. Remembering the enormously decreased buying power of the country, this was a remarkable showing. Swift sales for the year were over \$800,000,000.

#### Loss Absorbed by Surplus.

Confirmation of the fact that packers' profit margins are narrow enough in good years is found in the report that Swift sales in 1921 show a net loss. Such a loss did not materially affect prices of livestock to the producer, or prices of meats to the consumer, but even this slight change in profit or turnover did have a material effect on stockholders' interests.

The financial summary shows an inventory loss of 20 millions, partly balanced by a trading profit of 12 millions, leaving a net loss of something less than eight millions for the year. Yet stockholders did not suffer, for the surplus set aside in more prosperous years took care of the usual 8 per cent dividends, and there still remains a surplus of close to 62 millions in the company's treasury. Current assets are 204 per cent of current liabilities, including the company's 5 and 10 year gold notes.

#### President Swift Reviews Situation.

In his address at the stockholders' meeting, held at Chicago on January 5, President Louis F. Swift said in part:

"Our current business from month to month has been fairly satisfactory, so that with inventory losses now completely written off, we believe we are on a sound basis for the future. In fact, the situation has been so encouraging during the past three or four months that nothing short of another general trade depression can keep us from continuing to earn a profit during our present fiscal year."

"Although the directors regret that they do not submit a better report of earnings for the year, there is reason to be grateful that we have passed through the trying ordeal. The decline in our inventory prices during the past two years has been by far the most severe ever experienced. It should be understood that our reason for being unable to show a profit for the twelve months is due largely to the fall in prices of commodities on hand."

#### The Fall in Prices.

"The sensational fall in values of live-stock and packinghouse products, which was in progress in 1920, continued for the first four months of the fiscal year just closed. Since that time there has not

been any serious fall in values, but the inventory losses of the first quarter of the year, together with the continuing slack trade due to business depression, made it impossible for us to show a profit for the 12 months under review.

"However, during the prosperous years of the war we provided for the serious decline by appropriating large amounts to surplus in order to maintain the company in sound financial condition, enabling us to continue the payment of regular dividends, although in 1921 there was a loss of \$20,000,000 in inventory values.

"A trading profit of over \$12,000,000 reduced the net loss for the year to \$7,812,291.77. We paid dividends of 8 per cent amounting to \$12,000,000.

"Your directors believe it the duty of a corporation not only to set aside a surplus during prosperous times but to use this surplus when conditions warrant to pay dividends to shareholders during days of depression. The prospects are that Swift & Company will continue the payment of dividends.

#### Cutting Down Expenses.

"Our ability to pull through these trying times would not have been possible except for the splendid co-operation of all connected with us to minimize expense. Our managers, superintendents, department

heads and foremen throughout the country, and in fact our whole organization, have done their utmost to provide economies all along the line. I want to take this occasion to extend my hearty thanks and appreciation to the whole organization for its splendid co-operation and spirit.

"Wages were reduced about 12½ per cent in the packing industry in March, 1921, and since the close of our fiscal year the question of further decrease in wage rates has been handled by our assemblies, and a reduction of about 10 per cent was made effective November 28, 1921.

#### Gross Sales Over \$800,000,000.

"Our sales during the past year were a little over \$800,000,000. Although this represents a reduction in dollars from the previous year, our actual volume in hundredweight has not fallen off as much as our sales expressed in dollars would indicate. Our decrease in tonnage was only about 6 per cent.

"We have always been in the habit of comparing our profit with sales. This year we shall have to say that our net results computed upon sales show a loss. We can go from our usual small profit per dollar of sales to a small loss without materially affecting prices of livestock to the producer or meats to the consumer, but a slight change in the rate of profit on turnover has a big effect on the return on your investment."

(Continued on page 44.)

## Packers' Prospects Brighten at Year End

That the losses of the past year in the packing industry have been mainly due to the lower prices at which products were sold, and that this decline in prices responsible for deficits occurred for the most part during the first half of the year, while the last half yielded a very fair profit, is seen in the annual report of the Cudahy Packing Co.

It is pointed out by President E. A. Cudahy that the slowing up of the European market and a lessened demand here, with the fact that declines in production costs did not keep pace with the falling prices, made losses unavoidable in a business carried on with such a small margin of profit as meat packing.

Yet 1921 was a better year than 1920, especially the latter half. It is Mr. Cudahy's opinion that values of hogs and product cannot go much lower. He believes the low point in business has been reached, and he looks forward confidently to a marked improvement in business.

The report which follows shows that sales dropped more than \$115,000,000 in value compared with the previous year, though decrease in volume was not so great. Expenses had also decreased, but not in sufficient proportion to prevent a deficit of \$1,569,563. There was a drastic marking down of inventories from \$30,600,000 to less than \$17,200,000, a scaling down of over 43 per cent.

The statement for 1921, compared with three previous years, follows:

	1921.	1919.	1918.
Gross sales .....	\$173,095,000	\$305,997,398	\$286,660,971
Expenses, interest, etc. ....	175,264,563	302,932,403	283,384,163
Deficit .....	1,569,563	*2,064,994	*3,376,808
Dividends .....		1,684,500	1,380,000
Deficit .....	1,569,563	859,846	1,996,808

\*Net profits. †Surplus.

#### Statement by President Cudahy.

In his annual statement to shareholders,

**By what process is corned beef cured and canned in a few hours, where it used to take days? Ask THE BLUE BOOK, the "Packer's Encyclopedia."**

E. A. Cudahy, president of the Cudahy Packing Company, says:

In submitting to you the annual financial statement of the company it is scarcely necessary to say that the general unsatisfactory industrial conditions which have existed throughout the past year fully explain it.

Stated briefly, the inability of Europe to purchase and pay, accompanied by a diminished domestic demand for merchandise of all kinds, resulted in a slowing down of business and in declining prices, from which few industries escaped.

The principal adverse factor, however, with which we had to contend, was the fact that the decline in production costs did not keep pace with falling prices. It is true the price of livestock, like the price of meats, declined greatly. But freight rates, interest, labor, and the cost of fuel and other supplies throughout the greater part of the year were disproportionately high.

The small margin of profit on which we operate, and the large quantities of meat we have to carry in the process of curing, make our profit and loss account singularly responsive to price variations. Working at best on a margin of a fraction of a cent per pound profit, it is manifest that market declines of 5 cents to 10 cents a pound have a serious effect. It is only necessary to glance at our price lists for the past year to realize that our loss was unavoidable, and not by any means excessive under the circumstances.

#### How Wholesale Values Decreased.

To illustrate the situation we quote the

	Oct. 30, 1920.	Oct. 29, 1921.
Dressed prime native steers.....	28c	18c
Dressed lambs.....	26c	18c
Dressed hogs .....	22c	13½c
P. S. lard .....	19½c	9½c

following Chicago wholesale market prices as at the opening and close of our fiscal year:

	Oct. 30, 1920.	Oct. 29, 1921.
Dressed prime native steers.....	28c	18c
Dressed lambs.....	26c	18c
Dressed hogs .....	22c	13½c
P. S. lard .....	19½c	9½c

(Continued on page 44.)

January 7, 1922.

## MEAT SITUATION IN EUROPE IS WORSE

### Exchange Conditions and Politics Paralyze Trade

(Staff Correspondence of The National Provisioner.)

Stockholm, Sweden, Dec. 15, 1921.

The meat situation in Europe is becoming worse. Large cattle killings as a consequence of the summer's drought will bring about a scarcity of beef after March throughout France and central Europe. France will be able to buy frozen beef next summer, but the exchange in Germany and Austria will not enable those countries to do this.

It is believed over here that Chicago prices for hogs, cattle and meat products are the reflex of the central European situation, and that the American packer and farmer are injured by the high prices and low exchange in Europe. Examples could be cited in great number. For instance, hogs in Germany cost in pre-war times 1 mark 70 pfennigs, or 40 cents a kilo, which is equal to 2.2 pounds, dead weight. At present the retail price in Germany is 48 marks a kilo, instead of 1 m. 70 pf., which is an enormous increase. But 48 marks a kilo today is only 20 cents a kilo at present rates for fresh home-killed domestic hogs. At \$7 per 100 pounds live weight and 20 per cent shrinkage, fresh dressed hogs in Chicago cost about the same.

#### German Buying Power Declines.

The opinion of certain experts is that the buying power of the German consumer is near exhaustion at this price for fresh pork, viz.: 4,800 pf. instead of 170 pf. a kilo. But Germany since the war ended has been able to supply only 75 per cent of her meat requirements from her own territory, which means that 25 per cent of her meat must be imported.

The low state of German exchange has recently caused a panic among thousands of hog producers and feeders throughout the country. And in addition to this, the situation has been aggravated by the price of corn. This price in marks has risen to such an extent that the feeders must have 60 to 70 marks a kilo for hogs in order to produce at a reasonable profit or to break even. As it is impossible for them to obtain any such prices at this time, many of them are rushing their immature hogs to market to get rid of them. No one will buy suckling pigs and farrows any more, and so lots of sows are marketed.

#### Can't Develop Imports.

In a country with normal currency the consequence would be that in time there would develop large meat imports. But central Europe is not normal in the matter of currency and a huge market of 100 million consumers is not available for outside interests.

#### Effect on Casings Market.

The same statement applies to beef as to pork. And it is easy to see that this state of affairs also affects the casing market very closely. Experience in Germany shows that the first needs must be filled with fresh meat in the butcher shops and that next to this comes sausage. But there will not be enough meat left for sausage making, and the demand for sausage casings in Germany in 1922 will be as small as it has been big in 1921.

In a nutshell, we find in the western

hemisphere abundance of food of all kinds at continually decreasing prices, while in the eastern hemisphere there are signs of shortage, with starvation following. All this is at a time when transportation facilities are developed to the highest degree, but are not being used to the extent they might be, because they have become the subject of political manipulation.

#### MEAT EXPORTS IN NOVEMBER.

Official reports of exports of meat and dairy products during the month of November, 1921, show a great decrease in value compared with the exports for November, 1920, and the total value for the eleven months ending November 30, 1921, is greatly below that for the same period of 1920, the decline being from \$491,000,000 to \$324,000,000.

There were, however, some increases for the month of November, 1921, among individual products. Canned beef showed a considerable increase both in value and in quantity. Pickled beef exports were very much in excess of November of the previous year as regards quantity, but there was a decrease in value. Hams and shoulders showed a sizeable increase in quantity from 11,000,000 pounds to 16,000,000 pounds. Compound lard also showed a considerable increase.

Decreases were seen in fresh beef which made a poor showing compared with November, 1920. Oleo oil declined during November also, compared with a year ago. Bacon had a tremendous decline from 58,000,000 pounds in November, 1920, to 15,600,000 pounds in November, 1921. Pickled pork showed a slight decrease, as did lard.

Exports for the months of November, 1921, and November, 1920, are compared as follows:

	Nov., 1921.	Nov., 1920.
Beef, canned, lbs.	188,712	167,275
Value	\$89,952	\$51,401
Beef, fresh, lbs.	268,245	3,001,895
Value	\$37,017	\$479,529
Beef, pickled, etc.	2,305,728	1,678,081
Value	\$184,855	\$249,638
Oleo oil, lbs.	6,259,406	7,409,406
Value	\$7,733	\$1,386,800
Bacon, lbs.	12,642,219	57,931,391
Value	\$2,021,049	\$13,662,182
Hams and shoulders, lbs.	16,783,073	11,197,880
Value	\$3,002,053	\$3,169,831
Lard, inc. neutral, lbs.	52,593,485	58,409,121
Value	\$5,819,347	\$13,133,552
Pork, pickled, lbs.	2,365,171	2,500,031
Value	\$261,022	\$422,993
Lard, compound, lbs.	4,106,115	3,293,422
Value	\$400,155	\$582,371

Exports for the eleven months ending November 30, 1921, with comparisons, are given as follows:

	11 months ending Nov., 1921.	11 months ending Nov., 1920.
Beef, canned, lbs.	5,922,402	23,544,309
Value	\$21,235,748	\$5,722,874
Beef, fresh, lbs.	10,138,540	88,065,714
Value	\$1,767,967	\$17,348,643
Beef, pickled, etc., lbs.	23,245,526	22,717,183
Value	\$2,476,276	\$3,249,672
Oleo oil, lbs.	121,008,055	67,425,067
Value	\$13,883,802	\$15,243,710
Bacon, lbs.	393,964,590	567,891,250
Value	\$65,736,553	\$140,389,724
Hams and shoulders, lbs.	2,6,842,537	17,759,932
Value	\$45,000,000	\$46,000,000
Lard, inc. neutral, lbs.	82,887,476	8,200,237
Value	\$8,959,228	\$128,921,641
Pork, pickled, lbs.	30,869,804	36,117,389
Value	\$3,966,867	\$7,215,488
Lard, compound, lbs.	45,734,097	27,362,015
Value	\$5,272,429	\$6,375,971

**What is the proper average filling charge for a lard rendering tank? Ask THE BLUE BOOK, the "Packer's Encyclopedia."**

#### MEAT EXPORTS BY COUNTRIES.

Export of meats and meat products, according to countries of destination, for the month of November, 1921, from the port of New York were as follows:

CANNED BEEF—Azores, 144 lbs.; Belgium, 370 lbs.; Turkish Europe, 776 lbs.; England, 28,800 lbs.; Bermuda, 9,426 lbs.; Costa Rica, 20 lbs.; Panama, 3,180 lbs.; Mexico, 5,883 lbs.; Jamaica, 247 lbs.; Trinidad, 90 lbs.; other British Indies, 3,993 lbs.; Cuba, 4,080 lbs.; Danish West Indies, 1,477 lbs.; Dutch West Indies, 424 lbs.; San Domingo, 500 lbs.; Colombia, 54 lbs.; British Guiana, 733 lbs.; Dutch Guiana, 2,224 lbs.; French Guiana, 252 lbs.; Venezuela, 693 lbs.; Turkish Asia, 3,600 lbs.; British South Africa, 1,094 lbs.; Liberia, 90 lbs.; Portuguese Africa, 2,785 lbs.; Egypt, 1,056 lbs.; Palestine, 1,235 lbs.; total, 73,222 lbs.

FRESH BEEF—Scotland, 8,291 lbs.; Bermuda, 99,913 lbs.; Panama, 21,535 lbs.; Mexico, 5,347 lbs.; Newfoundland, 20,000 lbs.; Jamaica, 288 lbs.; Cuba, 9,088 lbs.; total, 164,462 lbs.

PICKLED BEEF—Belgium, 22,000 lbs.; Denmark, 30,000 lbs.; France, 8,941 lbs.; Germany, 30,000 lbs.; Gibraltar, 4,000 lbs.; Netherlands, 14,000 lbs.; Norway, 175,000 lbs.; England, 50,900 lbs.; Scotland, 93,706 lbs.; Bermuda, 22,718 lbs.; Costa Rica, 8,400 lbs.; Panama, 8,650 lbs.; Newfoundland, 432,310 lbs.; Barbados, 76,310 lbs.; Jamaica, 37,700 lbs.; Trinidad, 148,250 lbs.; other British West Indies, 50,883 lbs.; Cuba, 7,865 lbs.; Danish West Indies, 8,350 lbs.; Dutch West Indies, 27,000 lbs.; French West Indies, 28,400 lbs.; Haiti, 19,500 lbs.; San Domingo, 9,000 lbs.; Colombia, 9,100 lbs.; British Guiana, 152,025 lbs.; Dutch Guiana, 227,000 lbs.; French Guiana, 88,250 lbs.; Venezuela, 200 lbs.; Hong Kong, 500 lbs.; British West Africa, 41,600 lbs.; British South Africa, 15,000 lbs.; British East Africa, 16,500 lbs.; Liberia, 2,800 lbs.; total, 1,862,528 lbs.

OLEO OIL—Belgium, 87,545 lbs.; Denmark, 93,675 lbs.; France, 327,310 lbs.; Germany, 551,368 lbs.; Greece, 215,896 lbs.; Italy, 48,572 lbs.; Netherlands, 1,629,671 lbs.; Norway, 1,444,730 lbs.; Spain, 18,298 lbs.; Sweden, 37,549 lbs.; Turkish Europe, 519,937 lbs.; England, 587,045 lbs.; Scotland, 93,777 lbs.; Bermuda, 420 lbs.; Panama, 5,730 lbs.; Newfoundland, 152,000 lbs.; Jamaica, 3,750 lbs.; other British West Indies, 925 lbs.; Cuba, 6,010 lbs.; Danish West Indies, 100 lbs.; Dutch West Indies, 700 lbs.; Turkish Asia, 14,771 lbs.; British South Africa, 1,125 lbs.; Yugoslavia, 36,243 lbs.; Greece in Asia, 112,732 lbs.; Palestine, 29,992 lbs.

OLEOMARGARINE—Italy, 4,000 lbs.; Norway, 12,946 lbs.; Bermuda, 7,830 lbs.; British Honduras, 2,700 lbs.; Costa Rica, 500 lbs.; Panama, 8,500 lbs.; Mexico, 2,181 lbs.; Jamaica, 7,435 lbs.; other British West Indies, 21,925 lbs.; Danish West Indies, 1,250 lbs.; Haiti, 7,500 lbs.; San Domingo, 2,800 lbs.; British Guiana, 400 lbs.; total, 81,317 lbs.

TALLOW—Belgium, 46,129 lbs.; Germany, 337,600 lbs.; Italy, 1,118 lbs.; Netherlands, 18,793 lbs.; Sweden, 7 lbs.; Mexico, 23,737 lbs.; Dutch West Indies, 800 lbs.; San Domingo, 93,073 lbs.; Colombia, 1,447 lbs.; Dutch Guiana, 375 lbs.; Venezuela, 225 lbs.; total, 522,304 lbs.

BACON—Azores, 307 lbs.; Belgium, 1,462,807 lbs.; Denmark, 50,703 lbs.; Finland, 286,628 lbs.; France, 608,992 lbs.; Germany, 446,820 lbs.; Gibraltar, 32,627 lbs.; Italy, 376,516 lbs.; Netherlands, 785,867 lbs.; Norway, 512,987 lbs.; Spain, 55,765 lbs.; Sweden, 1,103,733 lbs.; England, 3,947,595 lbs.; Scotland, 121,502 lbs.; Ireland, 28,280 lbs.; Bermuda, 12,056 lbs.; Costa Rica, 533 lbs.; Panama, 5,671 lbs.; Mexico, 4,304 lbs.; Newfoundland, 3,900 lbs.; Barbados, 244 lbs.; Jamaica, 5,102 lbs.; other British West Indies, 10,552 lbs.; Cuba, 625,430 lbs.; Danish West Indies, 1,876 lbs.; Dutch West Indies, 788 lbs.; Haiti, 3,000 lbs.; San Domingo, 11,297 lbs.

(Continued on page 28.)

# What is The Packer's Encyclopedia?

Scores of inquiries like this have come to THE NATIONAL PROVISIONER since the recent publication of announcements on this subject. The Packer's Encyclopedia is the

## Blue Book of American Meat Packing and Allied Industries

which is now being prepared and which will be published within a comparatively short time.

This book—the like of which has never before been compiled in this field—is in three sections:

- I. A Trade Directory (Complete organization and trade data).**
- II. A Statistical Section (in chart form).**
- III. A Packing House Practice Section.**

The various chapters of the Packinghouse Practice Section were described in detail in THE NATIONAL PROVISIONER in its issues of October 15, 22, 29, November 5 and 12. As was shown, this will be a **Packer's Operating Guide** in every sense of the word.

The features of the **Statistical Section** were outlined in THE NATIONAL PROVISIONER of November 19. The statistical data in this section is largely in chart form, and offers graphic comparisons covering a ten-year period of the prices of meat animals, corn, meats and products; production, exports, imports and consumption; freight rates, etc.

In addition to these charts and graphs there will be pages of tables giving slaughter and market statistics covering the ten-year period, official census figures on packinghouse production by states, and much other important statistical data.

Trade definitions, both domestic and foreign, and other valuable trade data are included in this section.

Here is a brief outline of some of the information that will be presented in

### PART I—TRADE DIRECTORY United States and Canada

**PACKERS AND SLAUGHTERERS**—Corporate information, shipping directions, operating and equipment data, brands and trademarks, killing capacities, by-products manufactured, etc.

**SAUSAGE MANUFACTURERS, WHOLESALE MEAT DEALERS AND PROVISIONERS**—Data covering those who do not kill or cure meats, but who manufacture sausage and other meat specialties, and those who handle meat products at wholesale.

**RENDERERS, TALLOW AND HIDE DEALERS.**

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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Price, \$12 net, remittance with order.

NOTE: Space in the Advertising Section is limited, and advertisers should get in their copy early.

January 7, 1922.

## TRADE GLEANINGS

The packing plant of David Davies, Mound and Gift streets, Columbus, O., was formally opened recently.

The New York and Packing Co., 171 Duane street, New York City, had its stock damaged in a recent fire.

Reports are to the effect that stock raisers in North Carolina are planning to build a meat packing plant at Asheville, N. C.

J. K. McIver Co. has been incorporated at Savannah, Ga., by J. K. McIver and Bleecker P. Seaman, to manufacture fertilizer.

The Diamond City Beef Packing and Provision Co., Wilkes-Barre, Pa., has increased its capital from \$200,000 to \$400,000.

The Brewton Packing Co., Brewton, Ala., which was recently organized, expects to have its plant completed within 60 days.

The Wabash Packing Co., Wabash, Ind., recently organized by John S. Williams, Karl P. Alber and others, began killing a short time ago.

The Calumet Packing Co., 309 Michigan Ave., Sheboygan, Mich., is going to erect a canning plant at Dundas, Wis., at a cost of \$45,000, according to reports.

The packing plant of the West Side Market, owned by George F. Feister and W. W. Bley at Maricopa, Cal., has just been completed, the last unit being the cooler.

The Pendleton Packing and Provision Co., Pendleton, Ore., has been incorporated with a capital of \$30,000 by H. P. Whitman, Chas. J. Greulich and George Singer.

The M. A. Stilwell Meat Co., LaGrande, Ore., has recently made additions to its distributing facilities, and will handle the products of the Pendleton Packing and Produce Co.

The Erie Railroad Co. has begun the construction of stockyards for feeding and watering stock at Port Jervis, N. J., which will have a capacity of several hundred head of cattle.

The Casper Packing Co., Casper, Wyo., under the direction of Victor, Otto, Charles and Herman Niethammer, which has been operating since last summer, reports that business is increasing.

The Pittsburgh Provision and Packing Co., Pittsburgh, Pa., recently held the annual banquet for its traveling salesman at the Chamber of Commerce. It was well attended and was a success in every way.

The formation of a cattle loan company in Southern California is being considered by the Southern California Cattlemen's Association at the suggestion of the War Finance Corporation and the well-known cattleman, Fred H. Bixby.

The Virden Packing Co., San Francisco, Cal., has taken over the plant of the United Canneries Co., Oakland, Cal., which was built last year at a cost of \$500,000. The Virden Packing Co. has also bought the plant of the Western Meat Co. at Emeryville, Cal.

### ARGENTINA FAVORS PACKERS.

The Argentine congress has ended its regular session without taking any action on the bill introduced to fix a minimum price for livestock. The bill, accompanied by charges that the British and American packing companies were making excessive profits and had caused the slump in livestock prices, failed in committee. This followed a report on the meat trade situation made at the committee's request by the Argentine Rural Society, which opposed the bill.

The Rural Society, which held a hearing at which the managers of the packing establishments and representatives of the livestock industry gave their opinions, held that the fixing of a minimum price was uneconomic and that the charge that the fall in price of livestock was "the result of the interested maneuvers" of the packers had not been proved.

It was "not the consequence of a certain factor but of a worldwide situation," the report said. The society advised that the meat trade should be left to the regular action of supply and demand.

### COURT RULES ON PRICE METHODS.

By a majority of 5 to 4 the U. S. Supreme Court handed down a decision on January 3, further defining lawful trade methods, declaring that the policies of the Beech Nut Packing Co. in regard to price requirements of its distributors and customers to be "unfair methods of competition" as defined by the federal trade commission act, and reversing the lower courts.

In three trade method cases recently decided under the Sherman act the court stated "that in prosecutions under the Sherman act a trade is not guilty of violating its terms who simply refuses to sell to others and he may withhold his goods from those who will not sell them at the prices which he fixes for their resale." In this case the court stated that the "facts found show that the Beechnut System goes far beyond the simple refusal to sell goods to persons who will not sell at stated prices, which in the Colgate case was held to be within the legal rights of the producer."

### MEAT IMPORTS BY COUNTRIES.

Imports of meats at New York in November, 1921, are reported as follows by countries of source:

FRESH BEEF AND VEAL—Canada, 420,664 lbs.; total, 420,664 lbs.

FRESH LAMB—Canada, 342,300 lbs.; total, 342,300 lbs.

CORNED BEEF—Argentina, 1,050 lbs.; total, 1,050 lbs.

BACON, HAMS, ETC.—France, 8,001 lbs.; Italy, 2,477 lbs.; Norway, 1,089 lbs.; Spain, 116 lbs.; England, 434 lbs.; Canada, 15,000 lbs.; Uruguay, 39,814 lbs.; Hong Kong, 23,140 lbs.; total, 90,071 lbs.

MEAT AND MEAT PRODUCTS—France, 16,266 lbs.; Germany, 3,082 lbs.; Italy, 698 lbs.; England, 33,325 lbs.; Canada, 20,173 lbs.; Argentina, 11,031 lbs.; Uruguay, 428 lbs.; Hong Kong, 14,157 lbs.; Australia, 1,638 lbs.; total, 100,798 lbs.

### LARD EXPORTS FROM NEW YORK.

Exports of lard from New York for the month of December, 1921, were, according to unofficial reports, 40,237,006 lbs. Grease exports were 732,000 lbs.; tallow, 258,000 lbs.; oleo stearine, 166,000 lbs.

## SWENSON EVAPORATORS

are now being shipped to England, Australia, Mexico, South America, the Philippines and other places where slaughtering is done, and in each country—as in the U. S.—there are more Swensons in use than all other makes combined.

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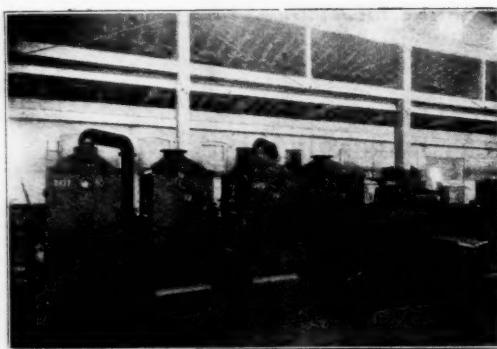
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# THE NATIONAL PROVISIONER

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## THE NATIONAL PROVISIONER

### Looking Back and Ahead

Taking stock of 1921 and looking forward into 1922, the packing industry can feel that much has been accomplished and that the next year will show the fruits of the policy and efforts of the one just past. In reviews of the business during 1921 that appear in this issue of THE NATIONAL PROVISIONER it will be seen that it was a period of readjustment, and foundations had to be built for a new era. With production back to normal the significance of the elements in the foundation can be seen.

The whole meat industry is really one in common interest, from producer and packer to retailer. It is only when this is realized that the best results flow in volume of business efficiently directed. This past year has witnessed the first practical co-operation of producers with packers in production and in marketing, and co-operation of retailers with packers through meat councils for better distribution. The packer as a manufacturer requires the co-operation of producer and retailer, and, in turn, his aid is needed by the others.

During the past year this movement of closer relations, from isolation to active co-operation, has extended to government and to employees in the industry. There is great probability that with constructive operation of both these new relationships the industry will gain greatly.

With business conditions themselves on the way to normal, and the packing industry proper closely in touch with other branches of the meat trade in the interests of efficiency, everything has been done by way of organization. It is only necessary for everyone to work hard to get business with such an organization of good-will, and there will be enough business for all.

### Rebuilding Export Trade

Packers have been getting statements from Europe pointing to a poor prospect for exporting meat products to Europe unless the exchange situation and general business there recuperates. Interest, therefore, attaches to the recent project advanced to bring back stable conditions.

This plan, approved by British, French, Italian and Belgian delegates, proposes the formation of a big international corporation, a private concern but supported by the governments upon the basis of an accord. The objects of this corporation would be (1) reorganization of the railroads and other means of transportation and the important industries; (2) legislation providing for the maintenance of law and order, including fixing a status for the

Russian foreign debt; (3) the establishment of a new currency system based on gold in central and eastern Europe, which will aid trade development.

An essential factor of success is the co-operation of Germany in such a conference as will work out the details of this plan. A still more vital factor is the assistance of the United States, which will be forthcoming if the plan is practical and shorn of politics. A pooling of resources is necessary to save Europe from economic ruin. Markets for American meat products as for other exports cannot be regained in stable fashion unless some plan is adopted based on consideration of Europe's general economic efficiency, and supported by practical measures for governmental economy, deflation and pooling of resources.

### Getting Rid of Disease

The farmer is beginning to appreciate the advantage of a clean bill of health for his herds. He once scoffed at the idea that it would pay him to "clean up" his farm and test his cattle for disease, particularly tuberculosis. He had the backing of many scientists in the contention that bovine tuberculosis was not communicable to humans. The weight of authority now supports the other view, and living proof is adduced in wasted babies fed on milk proved to have come from tuberculous cows.

Had the packer bought his herds and droves "subject to condemnation" for disease, the farmer might have seen the light sooner—his pocketbook nerve would have been touched more directly. Courageous farm journals have long told him how foolish he was not to "clean up." This campaign of education is gradually having its effect, though there is still a long way to go. In many dairy sections the progress is slow. But where communities are protecting their children by forbidding the marketing of milk from other than tested cows the results seem to be more noticeable.

When cattle herds are freed from disease the tuberculosis menace, and the enormous economic loss accompanying it, will have been routed. The tuberculin test is not infallible, but the hog detective is. There is not a farm in the country without a few hogs feeding after the cattle on it.

Trace Mr. Hog from market back to the farm he came from, and you will have "spotted" most of the bovine tuberculosis. When you have done that you will have done a service alike to producer, packer, dairyman and consumer—especially the babies!

## PRACTICAL POINTS FOR THE TRADE

### EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises F. J. Gardner, chairman; Swift & Company; Myrick D. Harding, Armour & Company; W. B. Farris, Morris & Company; S. C. Fraze, Wilson & Company; John Robertson, Miller & Hart; Arthur Cushman, Allied Packers, Inc., and James E. Gallagher, Guggenheim Bros., all of Chicago; Geo. M. Foster, John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

### FOR CURING CUMBERLAND SIDES.

A packer in Ireland has written the National Provisioner, requesting a formula for the curing of Cumberland sides.

To this the following reply has been made by the Committee on Packinghouse Practice:

Cumberland sides, if cured in pickle, say for 10 days to 2 weeks, will probably gain around 3%, but if taken out of pickle and packed in salt they will probably lose 2% of the former gain, or, in other words, this method of curing would show an approximate gain of 1% of the green weight.

Long cut hams will probably show a gain of approximately 5% in pickle and an approximate loss of 3% after being taken out of pickle and put in salt, or, in other words, this cut would show a net gain of approximately 2% over green weight.

As to the pumping, both of the above cuts would require the same method of pumping whether cured in salt or in pickle.

As to the time required for curing, this depends a great deal on the trade. However, three weeks for the Cumberlands and five weeks for the hams should be sufficient.

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### How Can You Make Your Meat Curing Pay?

By using the correct combination of pickle made from substances permitted under U. S. Inspection. **To cure bacon in 14 to 20 days, and hams in 25 to 35 days, also tongues and beef heads, send \$10 for formula for the best pickle to**

**A. Hausmann, 909 Blaine St., Peoria, Ill.**

### Do You Waste Coal?

Mr. Packer:

Do you know how much coal it takes to produce your meats and by-products? Have you ever figured out your fuel cost on this basis?

Suppose you were told that you used from 3 to 10 times more coal than is necessary in the average efficient packing plant. What would you say?

THE NATIONAL PROVISIONER will publish in an early issue an article by a well-known packinghouse engineer giving actual test figures on this point. Watch for it.

These percentages of gains and shrinks given above are only approximate, and the conditions, and particularly the temperature of the room where cured, have a great deal to do with the results.

### DRIED BLOOD YIELDS PER HEAD.

The following inquiry has come from a Western packer:

We are interested in the amount of fertilizer in the blood from a weekly kill of approximately two cars of hogs and one car of cattle. As we have had no experience of this phase, we will appreciate your estimates on the matter.

In reply the Committee on Packing Practice says:

The approximate weights of dried blood from cattle and hogs, taking cattle of about 1,000 lbs. live weight, and hogs about 230 lbs. live weight, as a basis, are as follows:

Cattle ..... 6.75 lbs. per head  
Hogs ..... 1.20 lbs. per head

Ammonia content approximately 16.75%. The above percentage is figured on an 8% moisture basis.

Fertilizer is usually sold with a guarantee of containing 11.67% ammonia, or a little over 60% of protein.

### HANGING HOGS IN CAR.

The following inquiry has come from a Western packer:

We would like to have you give us what information you can as to the proper way of hanging hogs in a car in order to get in the most weight, and so that we can ship hogs in the best possible way. Also, whether the hogs are hung on hooks, or whether they are tied with ropes and ropes cast over the beams.

The best way to hang dressed hogs in the car for shipping is to use a small beef hook, to be inserted in the gam string. This is a much easier and better way than tying with ropes. If the hogs are properly chilled they can be hung in the car as closely together as possible.

### CHICAGO PACKER SLAUGHTERS.

Cattle, calf, hogs and sheep slaughters at Chicago by leading packers during 1921, with comparisons for 1920 and 1919, are reported as follows by the Chicago Drovers' Journal:

	1921	1920	1919
Armour & Co.	296,280	320,058	326,230
Swift & Co.	310,072	323,570	381,273
Wilson & Co.	265,042	271,577	310,910
Morris & Co.	255,202	271,573	293,635
Hammond Co.	122,703	152,203	212,455
Libby, McNeil & Libby	62,041	48,367	140,280
Anglo-American	31,040	32,987	42,407
Totals	1,276,080	1,430,541	1,816,636

### CALVES.

	1921	1920	1919
Armour & Co.	186,572	174,823	235,055
Swift & Co.	149,534	188,473	176,986
Wilson & Co.	68,782	67,223	64,725
Morris & Co.	116,593	97,735	93,267
Totals	512,481	528,254	570,033

### HOGS.

	1921	1920	1919
Armour & Co.	810,300	810,200	1,241,000
Anglo-Amer.	348,000	391,100	415,400
Swift & Co.	170,100	81,500	1,100,000
Wilson & Co.	152,500	409,500	590,100
Morris & Co.	583,200	516,100	654,500
Hammond Co.	565,300	570,300	570,200
Boyd-Lumban	353,300	362,400	392,100
Western Packing Co.	697,400	520,500	521,300
Roberts & Oak.	267,200	241,400	291,500
Miller & Hart.	233,100	173,300	203,600
Independent Packing Co.	281,300	252,000	360,100
Brennan Packing Co.	194,700	201,500	302,300
Wm. Davies Co.	148,200	225,100	365,400
"Others"	710,696	635,078	763,434
Totals	3,316,206	3,177,758	7,936,634

\*Hogs slaughtered by "others" in 1921 included 339,083 by packers outside the Yards. In 1920 down town packers handled 308,166 and in 1919 a total of 364,793.

	1921	1920	1919
Armour & Co.	1,053,364	839,646	1,227,187
Swift & Co.	1,213,280	1,072,218	1,341,403
Wilson & Co.	458,472	434,957	601,791
Morris & Co.	576,465	428,533	599,484
Totals	3,303,581	2,701,574	3,760,865

### SHEEP.

	1921	1920	1919
Armour & Co.	1,053,364	839,646	1,227,187
Swift & Co.	1,213,280	1,072,218	1,341,403
Wilson & Co.	458,472	434,957	601,791
Morris & Co.	576,465	428,533	599,484
Totals	3,303,581	2,701,574	3,760,865

### HOG WEIGHTS IN DECEMBER.

The average weights of hogs received in December, 1921, at leading livestock markets, with comparisons, are as follows:

	1921	Year ago.
Chicago	228	235
Kansas City	208	210
Omaha	234	246
St. Louis	230	237
Wichita	215	211
Denver	207	213

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OUR METHOD leaves clean and clear brand.  
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Washington, D. C.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Hogs Strong—Receipts Rather Disappointing—Eastern Demand Good—Provisions Rather Unsettled—Some Uncertainty as to Financial Conditions.

The influences bearing on the provisions and lard market this week have been conflicting. The unsettled situation in the grain market, with the report of financial conditions, naturally made a feeling of uneasiness. The bank troubles in Italy, the assignment of a prominent house in New York and the bank troubles in Chicago were all conditions which naturally caused considerable uneasiness. The passing of dividends by some nation-wide concerns had a good deal effect also on sentiment.

#### Live Hogs Show Strength.

On the other hand, there was the position of hogs and the moderate hog movement. Last week live hogs advanced to the highest levels of the winter and over a dollar a hundred over the November prices, suffering some reaction from the advance, but again showed strength with the reopening of business this week.

This advance in hogs was again attributed to the persistent eastern demand for hogs and the fact that the movement has not been as large as expected. The explanations given for the eastern demand are various, but those who have been watching the situation rather closely believe it is largely attributable to the strike conditions, and the fact that independent eastern packers are very liberal buyers on that account.

#### Chicago Product Stocks Change.

The end of December statement of product stocks at Chicago showed, as expected, a moderate change in the total stocks of products. The total stocks of lard was 9,319,000 lbs., against 8,469,000 lbs. last month, and 21,376,000 lbs. last year. The total of meats was 63,021,000 lbs., against 62,972,000 lbs. a month ago, and 88,076,000 lbs. last year. The total stock of meats and lard combined represent the product of less than 500,000 hogs and last year's total represents a total of not much more than 700,000 hogs. The comparative totals follow:

	Dec. 31, 1921.	Nov. 30, 1920.	Dec. 31, 1920.
PORK—New, bbls....	2,335	1,722	550
Old, bbls.....			1,253
Other, bbls.....	14,205	13,818	23,256
LARD—New, lbs....	4,507,000	2,802,000	13,347,000
Old, lbs.....	806,000	2,448,000	424,000
Other, lbs.....	4,007,000	3,220,000	7,553,000
Total, lbs.....	9,319,000	8,469,000	21,376,000
RIBS—New, lbs....	372,000	8,000	3,227,000
Prev., lbs.....	741,000	1,425,000	91,000
Total cut meats, lbs. 83,021,000	62,972,000	88,076,000	

#### Financial Reports Encourage.

The end of the year financial statements of some of the nation-wide concerns have attracted a good deal of attention. The report of the Cudahy Packing Co. showed a decrease in sales for the year of \$115,117,000, or almost 40%. This was largely the result of the change in price, as the tonnage of live stock handled by the company was only 7% less than last year. The statement was encouraging from the standpoint of a reduction of indebtedness of over \$18,000,000 and a reduction in inventories from over \$30,600,000 to less than \$17,200,000.

The report from Washington in connection with the methods of selling of Beechnut bacon were also discussed with a great deal of interest. The Supreme Court's decision by five to four was that the trade customs objected to were illegal.

#### Livestock Movement Review.

The movement of live stock for November and for eleven months ended November 30 at the sixty-seven leading live stock markets makes a most interesting showing. The receipts of cattle in the eleven months decreased 2,431,436; calves increased 70,005. The receipts of hogs increased 751,111 and the receipts of sheep increased 1,963,848. The comparative figures of the movement and slaughter follow:

CATTLE—	1921.	1920.
Receipts, November .....	1,927,819	2,427,500
Eleven months .....	18,370,302	20,801,638
Slaughter, November .....	955,033	1,207,276
Eleven months .....	10,335,697	11,409,002

HOGS—	1921.	1920.
Receipts, November .....	3,686,526	3,872,173
Eleven months .....	37,170,199	37,921,310
Slaughter, November .....	2,370,439	2,464,905
Eleven months .....	24,188,751	24,080,273

SHEEP—	1921.	1920.
Receipts, November .....	2,068,015	2,471,113
Eleven months .....	22,503,605	21,971,096
November slaughter .....	988,512	1,000,975
Eleven months .....	12,053,871	10,000,023

The movement of cattle shows a decrease in the receipts for eleven months of 4,733,000 from the high record in 1918 and a decrease in slaughter of 3,164,000. Hogs show a decrease in receipts from the high level of 1919 for eleven months of 2,378,000, and a decrease in slaughter from the high level of 1916 of 3,381,000. The receipts of sheep were 2,338,000 less than the high record in 1919, but the slaughter was the largest on record.

**PORK.**—Demand slow, but prices steady. At New York mess was quoted at \$24@25, family \$25@28, short clears \$21.50@24.50. At Chicago mess pork was quotable at 17½c, with demand for shipment slow.

**LARD.**—Domestic trade good, while export demand was quiet. The west reported a fairly active trade. At New York prime western was quoted at \$9.55@9.65, middle western \$9.35@9.45, New York 9@9½c, refined to the continent 11½c, South American 11½c, Brazil kegs 12½c, and compound 10½@10½c in car lots, 11@11½c basis 5,000 lbs., and 11½@12c in less than 5,000 lb. lots. At Chicago regular lard in round lots was quoted at \$8.70, loose lard 62½c under January, and leaf lard at 8c.

**BEEF.**—The market was dull and steady. At New York mess was quoted at \$12@14, packet \$13@14, family \$15@16 and extra India mess \$24@25.

#### SEE PAGE 39 FOR LATER MARKETS.

#### HOG WEIGHT COMPARISONS.

Average weights of hogs for 1921 by months at six leading markets with comparisons have been compiled by the Chicago Drovers' Journal as follows:

	Kansas City	Omaha	St. Louis	St. Paul	St. Paul
January	211	246	190	230	233
February	220	243	187	239	241
March	200	252	183	243	252
April	217	259	182	241	261
May	216	258	187	233	260
June	213	256	186	230	260
July	216	258	187	233	264
August	212	277	188	239	269
September	201	287	181	237	284
October	204	275	179	238	262
November	199	245	180	224	240
December	200	234	180	230	233

Heaviest ..... 217 | 287 | 190 | 243 | 284 |

Lightest ..... 199 | 257 | 185 | 235 | 252 |

Av. 1921 ..... 208 | 257 | 185 | 235 | 218 |

Av. 1920 ..... 200 | 246 | 183 | 235 | 218 |

Av. 1919 ..... 191 | 245 | 181 | 227 | 251 |

Av. 1918 ..... 201 | 249 | 182 | 230 | 248 |

Av. 1917 ..... 192 | 238 | 177 | 228 | 225 |

Av. 1916 ..... 193 | 221 | 185 | 219 | 231 |

Av. 1915 ..... 200 | 251 | 187 | 228 | 246 |

213

#### MEAT EXPORTS ABOVE AVERAGE.

While meat exports for November, 1921, were below those of the same month in 1920, they were considerably above the average for 1910-1914, being some 14 per cent greater, according to the U. S. Bureau of Foreign and Domestic Commerce. The comparison is given in the following table:

	Average, 1910-1914. Pounds.	1920. Pounds.	1921. Pounds.
Meat products:			
Lard .....	38,152,088	57,316,300	52,593,485
Bacon .....	17,739,759	57,934,259	15,642,319
Hams and shanks .....	11,085,787	11,197,880	16,783,073
All others* .....	28,458,419	27,956,724	21,252,760
Total, lbs. ....	102,470,053	154,405,172	106,271,037

\*Includes pork and beef, canned, fresh and pickled; oleo oil, tallow, mutton, sausage and casings and oleo stearin. "All other," shown in customs returns by value only, was calculated at 11.4 cents per pound for 1910-1914; 18.9 cents per pound for 1920; and 10 cents per pound for 1921.

#### STOCKS OF PROVISIONS.

Stocks of provisions at leading centers at the end of December, 1921, with comparisons, are officially reported as follows:

PORK, BBLs.	Dec. 31, 1921.	Nov. 30, 1921.	Dec. 31, 1920.
Chicago .....	16,600	14,540	25,059
Kansas City .....	2,716	1,174	1,872
Omaha .....	1,710	1,582	1,836
St. Joseph .....	1,402	1,502	1,510
Milwaukee .....	2,325	1,315	2,321
Total pork, bbls. ....	24,753	20,153	32,398

LARD, LBS.	Chicago .....	Kansas City .....	Omaha .....	St. Joseph .....	Milwaukee .....
Chicago .....	9,319,444	8,469,376	21,375,867		
Kansas City .....	1,451,540	2,077,315	1,351,013		
Omaha .....	1,107,641	802,475	2,641,766		
St. Joseph .....	1,664,435	1,440,611	2,364,695		
Milwaukee .....	288,900	771,750	796,080		
Total lard, lbs. ....	13,831,960	13,561,527	29,530,021		

CUT MEATS, LBS.

Chicago .....	Kansas City .....	Omaha .....	St. Joseph .....	Milwaukee .....
63,020,885	62,971,893	32,373,300	88,073,858	
28,410,300	28,410,300	19,638,706	19,330,463	
13,170,988	13,878,062	19,638,706	15,191,598	
15,934,798	13,033,620	12,900,000	12,900,000	
10,298,900	11,184,000	11,184,000	11,184,000	
Total meats, lbs. ....	130,834,674	124,800,277	177,414,725	

Total ..... 130,834,674 | 124,800,277 | 177,414,725 |  |

LARD, LBS.

United Kingdom .....	Continent .....	So. and Cent. Amer. ....	West Indies .....	B. N. A. Colonies .....	Other countries .....
5,437,337	100	50	1,326		
412,600			503		
800			1,825		
85			325		
190			235		
.....					
10,309,590	11,005,500	73,666,217			

Total ..... 10,309,590 | 11,005,500 | 73,666,217 |  |  |

LARD, LBS.

United Kingdom .....	Continent .....	So. and Cent. Amer. ....	West Indies .....	B. N. A. Colonies .....	Other countries .....
5,437,337	100	50	2,670,600	56,808,526	
6,023,248			8,945,704	33,371,676	
351,600				1,644,250	
823,200				5,736,393	
221,700				413,710	
.....					
13,327,585	11,916,304	96,942,445			

RECAPITULATION OF THE WEEK'S EXPORTS.

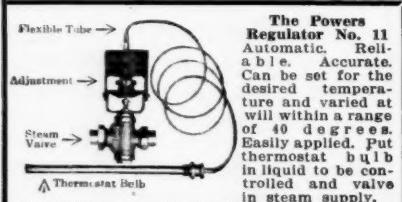
Pork	Bacon and hams	Lard, lbs.
1,350	7,430,590	10,787,585
Boston .....	174,000	1,808,000
Philadelphia .....	50	65,000
New Orleans .....	40	84,000
St. John, N. B. ....	2,705,000	583,000
.....</td		

# Proper Temperature Necessary In Hog Scalding

In hog scalding, hand regulation frequently results in over-scalding or under-scalding, and consequent mutilation of skins. Even the most constant watchfulness on the part of employees cannot prevent these accidents when the temperature is controlled by hand.

## Powers Automatic Thermostatic Regulators

These automatic machines control the temperature without material variation. The sensitive thermostatic bulb which is immersed in the water keeps the heat at the proper degree. Powers Regulators are easy to install, do not require further attention, and maintain the proper temperature, thus allowing the employee to devote his entire time to productive work.



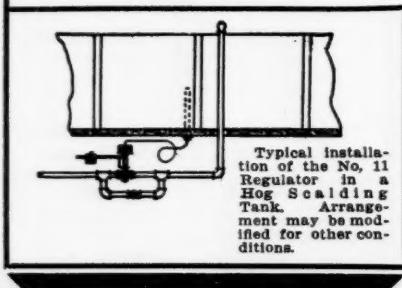
### TRY ONE

Try one of these Regulators on the operation where lack of heat control causes you the most trouble. Anyway, get our Bulletin 129 and learn how practical heat control adds to the profits in Meat Packing.

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(1402A) Toronto, Ont., Canada



### MEAT EXPORTS BY COUNTRIES.

(Concluded from page 22.)

Colombia, 602 lbs.; British Guiana, 15,100 lbs.; Dutch Guiana, 185 lbs.; Peru, 1,166 lbs.; Venezuela, 1,501 lbs.; British India, 239 lbs.; Japan, 502 lbs.; British West Africa, 350 lbs.; British South Africa, 685 lbs.; Canary Islands, 10,600 lbs.; French Africa, 9,417 lbs.; Liberia, 50 lbs.; Spanish Africa, 12,500 lbs.; Greece in Asia, 170 lbs.; total, 10,558,949 lbs.

HAMS AND SHOULDERS—Azores, 141 lbs.; Belgium, 263,790 lbs.; Finland, 11,000 lbs.; France, 17,858 lbs.; Gibraltar, 2,500 lbs.; Italy, 25,000 lbs.; Norway, 30,347 lbs.; Spain, 15,407 lbs.; England, 7,368,533 lbs.; Scotland, 1,452,031 lbs.; Ireland, 66,473 lbs.; Bermuda, 24,757 lbs.; Costa Rica, 3,461 lbs.; Nicaragua, 342 lbs.; Panama, 29,082 lbs.; Mexico, 38,042 lbs.; Newfoundland, 29,230 lbs.; Barbados, 26,753 lbs.; Jamaica, 56,555 lbs.; Trinidad, 6,582 lbs.; other British West Indies, 23,356 lbs.; Cuba, 339,344 lbs.; Danish West Indies, 11,389 lbs.; Dutch West Indies, 4,812 lbs.; French West Indies, 10,290 lbs.; Haiti, 5,994 lbs.; San Domingo, 37,391 lbs.; Colombia, 2,517 lbs.; British Guiana, 28,561 lbs.; Dutch Guiana, 5,947 lbs.; French Guiana, 1,510 lbs.; Peru, 1,581 lbs.; Venezuela, 44,661 lbs.; British India, 2,446 lbs.; British West Africa, 1,260 lbs.; British South Africa, 2,345 lbs.; Canary Islands, 1,000 lbs.; French Africa, 2,805 lbs.; Liberia, 912 lbs.; Spanish Africa, 26,363 lbs.; Czechoslovakia, 497 lbs.; Greece in Asia, 1,195 lbs.; Palestine, 525 lbs.; total, 10,115,085 lbs.

LARD—Australia, 77,476 lbs.; Belgium, 1,821,424 lbs.; Denmark, 16,500 lbs.; Finland, 296,950 lbs.; France, 982,711 lbs.; Germany, 6,139,165 lbs.; Gibraltar, 16,400 lbs.; Italy, 594,807 lbs.; Malta, 70,362 lbs.; Netherlands, 920,306 lbs.; Norway, 103,912 lbs.; Sweden, 287,203 lbs.; Switzerland, 258,549 lbs.; Turkish Europe, 8,400 lbs.; England, 22,740,823 lbs.; Scotland, 630,859 lbs.; Ireland, 34,100 lbs.; Bermuda, 1,563 lbs.; Costa Rica, 2,780 lbs.; Panama, 1,000 lbs.; Mexico, 21,550 lbs.; Newfoundland, 1,900 lbs.; Barbados, 10,240 lbs.; Trinidad, 1,100 lbs.; other British West Indies, 8,420 lbs.; Cuba, 1,075,354 lbs.; Danish West Indies, 6,225 lbs.; Dutch West Indies, 1,100 lbs.; Haiti, 93,226 lbs.; San Domingo, 276,326 lbs.; Chile, 1,700 lbs.; Colombia, 10,365 lbs.; Ecuador, 10,573 lbs.; British Guiana, 2,610 lbs.; French Guiana, 4,500 lbs.; Peru, 83,750 lbs.; Venezuela, 116,554 lbs.; British India, 700 lbs.; Belgian Congo, 2,611 lbs.; British West Africa, 22,060 lbs.; British South Africa, 5,360 lbs.; Canary Islands, 17,425 lbs.; French Africa, 5,243 lbs.; Liberia, 1,400 lbs.; Spanish Africa, 3,050 lbs.; Poland, 275,000 lbs.; total, 37,555,893 lbs.

NEUTRAL LARD—Belgium, 56,901 lbs.; Denmark, 18,903 lbs.; Germany, 58,391 lbs.; Netherlands, 18,848 lbs.; Norway, 289,831 lbs.; Sweden, 59,189 lbs.; England, 94,026 lbs.; Scotland, 13,662 lbs.; Ireland, 24,441 lbs.; Newfoundland, 76,000 lbs.; total, 710,189 lbs.

CANNED PORK—Spain, 660 lbs.; England, 125,123 lbs.; Scotland, 7,200 lbs.; Bermuda, 841 lbs.; Mexico, 1,776 lbs.; Barbados, 172 lbs.; Jamaica, 75 lbs.; other British West Indies, 365 lbs.; Cuba, 716 lbs.; Argentina, 4,538 lbs.; Venezuela, 360 lbs.; total, 139,820 lbs.

FRESH PORK—Norway, 30,600 lbs.; England, 1,017,951 lbs.; Bermuda, 2,311 lbs.; Panama, 15,926 lbs.; Estonia, 33,600 lbs.; total, 1,100,388 lbs.

PICKLED PORK—Belgium, 103,991 lbs.; Denmark, 43,492 lbs.; Finland, 35,626 lbs.; France, 1,500 lbs.; Germany, 45,000 lbs.; Gibraltar, 4,000 lbs.; Italy, 400 lbs.; Netherlands, 73,568 lbs.; Norway, 60,200 lbs.; Sweden, 2,550 lbs.; England, 113,061 lbs.; Bermuda, 8,600 lbs.; Costa Rica, 1,100 lbs.; Panama, 1,400 lbs.; Newfoundland, 9,000 lbs.; Barbados, 4,230 lbs.; Jamaica, 27,300 lbs.; Trinidad, 48,900 lbs.; other British West Indies, 51,110 lbs.; Cuba, 16,718 lbs.; Danish West Indies, 9,100 lbs.; Dutch West Indies, 1,600 lbs.; French West In-

dies, 3,000 lbs.; Haiti, 89,500 lbs.; San Domingo, 19,735 lbs.; Colombia, 300 lbs.; British Guiana, 83,500 lbs.; Dutch Guiana, 65,600 lbs.; French Guiana, 4,000 lbs.; Peru, 400 lbs.; Venezuela, 300 lbs.; British South Africa, 3,000 lbs.; Liberia, 3,600 lbs.; Spanish Africa, 5,000 lbs.; total, 940,391 lbs.

LARD COMPOUNDS—Denmark, 51,154 lbs.; Germany, 198,254 lbs.; Netherlands, 2,650 lbs.; Norway, 120,825 lbs.; Sweden, 1,000 lbs.; England, 148,852 lbs.; Scotland, 33,702 lbs.; Bermuda, 16,328 lbs.; Costa Rica, 4,350 lbs.; Guatemala, 720 lbs.; Panama, 6,080 lbs.; Mexico, 10,558 lbs.; Newfoundland, 4,800 lbs.; Barbados, 300 lbs.; Jamaica, 26,125 lbs.; Trinidad, 144,429 lbs.; other British West Indies, 42,302 lbs.; Cuba, 341,323 lbs.; Danish West Indies, 23,728 lbs.; Dutch West Indies, 20,140 lbs.; French West Indies, 35,400 lbs.; Haiti, 134,870 lbs.; San Domingo, 5,855 lbs.; Chile, 540 lbs.; British Guiana, 12,500 lbs.; China, 1,708 lbs.; Korea, 1,275 lbs.; Japan, 2,200 lbs.; Turkish Asia, 2,400 lbs.; Philippine Islands, 28,800 lbs.; Belgian Congo, 120 lbs.; British South Africa, 8,000 lbs.; British South Africa, 1,140 lbs.; Egypt, 1,000 lbs.; total, 1,442,739 lbs.

MUTTON—Bermuda, 19,664 lbs.; Panama, 36,399 lbs.; Mexico, 3,369 lbs.; total, 59,932 lbs.

CANNED SAUSAGE—Belgium, 11,000 lbs.; France, 19,250 lbs.; Gibraltar, 560 lbs.; Netherlands, 100 lbs.; Turkish Europe, 2,160 lbs.; England, 2,464 lbs.; Scotland, 2,240 lbs.; Bermuda, 3,729 lbs.; Honduras, 344 lbs.; Panama, 375 lbs.; Mexico, 1,404 lbs.; Trinidad, 2,005 lbs.; other British West Indies, 726 lbs.; Cuba, 7,965 lbs.; Danish West Indies, 307 lbs.; Dutch West Indies, 550 lbs.; Haiti, 319 lbs.; San Domingo, 4,492 lbs.; Colombia, 3,230 lbs.; British Guiana, 760 lbs.; French Guiana, 150 lbs.; Venezuela, 939 lbs.; Hong Kong, 21 lbs.; Philippine Islands, 1,065 lbs.; British South Africa, 2,040 lbs.; Canary Islands, 200 lbs.; Egypt, 110 lbs.; total, 69,505 lbs.

OTHER SAUSAGE—Total, 260,255 lbs.

SAUSAGE CASINGS—Belgium, 133,525 lbs.; Denmark, 51,387 lbs.; France, 185,944 lbs.; Germany, 679,169 lbs.; Italy, 171,377 lbs.; Netherlands, 126,386 lbs.; Norway, 14,845 lbs.; Spain, 203,596 lbs.; Sweden, 101,129 lbs.; Switzerland, 23,286 lbs.; England, 299,519 lbs.; Panama, 1,060 lbs.; Cuba, 373 lbs.; Dutch West Indies, 200 lbs.; Venezuela, 96 lbs.; Australia, 63,799 lbs.; New Zealand, 14,289 lbs.; British South Africa, 15,582 lbs.; total, 2,085,562 lbs.

STEARIN FROM ANIMAL FATS—Belgium, 15,893 lbs.; Denmark, 338,576 lbs.; France, 307,663 lbs.; Germany, 175,329 lbs.; Greece, 88,830 lbs.; Italy, 313,780 lbs.; Netherlands, 330,829 lbs.; Norway, 146,445 lbs.; Sweden, 157,596 lbs.; England, 22,460 lbs.; Scotland, 109,860 lbs.; Costa Rica, 4,000 lbs.; Guatemala, 300 lbs.; Mexico, 11,083 lbs.; Cuba, 17,000 lbs.; Chile, 880 lbs.; Colombia, 14,535 lbs.; Peru, 430 lbs.; Venezuela, 57,560 lbs.; Japan, 63,116 lbs.; total, 2,176,565 lbs.

CANNED MEAT PRODUCTS—Belgium, \$460; France, \$3,200; Germany, \$131; Gibraltar, \$271; Turkish Europe, \$2,301; England, \$108,497; Scotland, \$8,570; Ireland, \$360; Bermuda, \$6,119; Costa Rica, \$192; Guatemala, \$12; Honduras, \$194; Panama, \$908; Mexico, \$4,727; Newfoundland, \$612; Barbados, \$64; Jamaica, \$1,225; Trinidad, \$384; other British West Indies, \$1,091; Cuba, \$1,037; Danish West Indies, \$553; Dutch West Indies, \$246; Haiti, \$49; San Domingo, \$508; Brazil, \$55; Chile, \$12; Colombia, \$917; British Guiana, \$123; Dutch Guiana, \$271; French Guiana, \$494; Peru, \$24; Venezuela, \$1,116; China, \$46; Estonia, \$14,856; British India, \$448; Straits Settlements, \$228; Hong Kong, \$574; Turkish Asia, \$550; Belgian Congo, \$167; British West Africa, \$162; British South Africa, \$1,096; Liberia, \$68; Egypt, \$20; Greece in Asia, \$227; Palestine, \$143; total, \$163,957.

OTHER MEAT PRODUCTS — Total, \$327,266.

# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—The holiday feeling prevalent in tallow the past few weeks continued the first week of the new year, with little or no business in the way of fresh transactions reported. Continuation of the packinghouse strike led to a continued belief in a restricted production, and as a result the undertone ruled firm. Offerings were light, but demand was likewise slow. Sales of outside lots as high as 6½c of a grade equal to special loose, continued to be talked of. At New York prime city was 5½c nominal, special loose 6½c sales, and edible 8c nominal. At Chicago packers' No. 1 was quoted at 5½@6c, packers' prime 6½@6½c, and edible 7@7½c.

**OLEO STEARINE.**—The market has ruled rather quiet, but some transactions were recorded at New York at prices ¼c below recent sales, but interest was rather of a holiday character, and owing to unsettledness in speculative markets, there was a disposition to go slow. Sales of oleo at New York were reported at 8c, while at Chicago the market was quoted at 7½@7½c.

**OLEO OIL.**—Inactivity continued the feature, but the undertone was steady. At New York extra was quoted at 11½@11½c nominal, and at Chicago 10@10½c.

### SEE PAGE 33 FOR LATER MARKETS.

**LARD OIL.**—Demand was slow, both domestic and export, but the undertone was steady in sympathy with fats. At New York edible was quoted at 92@95c per gallon, extra winter 87c, extra No. 1 at 72c, No. 1 at 65c, and No. 2 at 62c.

**NEATSFOOT OIL.**—The market was quiet but rather firm with offerings limited. At New York pure oil was quoted at \$1.07 per gallon, extra No. 1 at 72c, No. 1 at 67c, and cold pressed at \$1.30.

**GREASES.**—Reports of an improving demand, and scarcity of offerings, with a restricted output in the west, featured the trade. At New York yellow and choice house were quoted at 4½@4½c, brown at 4½@4½c, and white at 6½@7½c, according to quality. At Chicago brown was 4@4½c, house 4½@4½c, yellow 4½@5c, and choice white at 6½@6½c, with a fairly good trade in the west.

### GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

**Chicago, Jan. 4.**—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

**Regular Hams—Green:** 8-10 lbs. avg., 15c; 10-12 lbs. avg., 14½c; 12-14 lbs. avg., 14½c; 14-16 lbs. avg., 14½c; 16-18 lbs. avg., 14½c; 18-20 lbs. avg., 14½c. **Sweet pickled:** 8-10 lbs. avg., 16½c; 10-12 lbs. avg., 15½c; 14-16 lbs. avg., 15½c; 16-18 lbs. avg., 16½c; 18-20 lbs. avg., 16½c.

**Skinned Hams—Green:** 14-16 lbs. avg., 15½c; 16-18 lbs. avg., 15½c; 18-20 lbs. avg., 15c; 20-22 lbs. avg., 14c; 22-24 lbs. avg., 13c. **Sweet pickled:** 14-16 lbs. avg., 15½c; 16-18 lbs. avg., 15½c; 18-20 lbs. avg., 15c; 20-22 lbs. avg., 13½c; 22-24 lbs. avg., 12½c.

**Picnic Hams—Green:** 4-6 lbs. avg., 9½c; 6-8 lbs. avg., 9½c; 8-10 lbs. avg., 8½c; 10-12 lbs. avg., 8½c. **Sweet pickled:** 4-6 lbs. avg., 12½c; 6-8 lbs. avg., 11½c; 8-10 lbs. avg., 10½c; 10-12 lbs. avg., 9½c.

**Clear Bellies—Green:** 6-8 lbs. avg., 14½c; 8-10 lbs. avg., 13½c; 10-12 lbs. avg., 12½c; 12-14 lbs. avg., 11½c; 14-16 lbs. avg., 11c. **Sweet pickled:** 6-8 lbs. avg., 13½c; 8-10 lbs. avg., 12½c; 10-12 lbs. avg., 11½c; 12-14 lbs. avg., 11½c; 14-16 lbs. avg., 10½c.

### NOV. OLEOMARGARINE OUTPUT.

Official government reports just compiled of the output of oleomargarine for the month of November, 1921, as shown by revenue stamp sales, indicate that the production for that month was 540,620 pounds colored and 17,024,796 pounds uncolored, a total of 17,565,416 pounds. This is about 4,000,000 pounds less than the production for the preceding month, and 14,533,000 pounds less than the same month a year ago. Official government figures, based on stamp sales, showing oleomargarine production in the United States for the last thirteen months, are as follows:

	Pounds.
November, 1920	32,098,072
December	23,869,052
January, 1921	22,688,298
February	20,296,972
March	21,361,287
April	21,813,529
May	12,316,615
June	7,613,924
July	10,583,774
August	17,803,478
September	17,722,708
October	21,496,948
November	17,565,416

### CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, Jan. 3, 1921.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 or 76% caustic soda, 3¾@4c lb.; 60% caustic soda, 3¾@3½c lb.; 98% powdered caustic soda, 4½@5c lb.; 48% carbonate of soda, 2½c lb.; 58% carbonate of soda, 2¼@2½c lb.; talc, 1¼@2c lb.

Clarified palm oil, in casks, 2,000 lbs., 8½@8½c lb.; commercial yellow olive oil, \$1.15@1.20 gal.; olive oil foots, 8¾@9c

lb.; Cochin cocoanut oil, 10½@11c lb.; Ceylon cocoanut oil, 9½@10c lb.

Prime summer yellow cottonseed oil, 9@9½c lb.; soya bean oil, 8¾@9c lb.; corn oil, nominal, 9½@9½c lb.; peanut oil, in bbls., New York, deodorized, 11@11½c lb.; peanut oil, crude, tanks f. o. b. mills, 7¾@8c lb.

Prime city tallow, special, nominal, 6½c lb.; dynamite glycerine, nominal, 15@15½c lb.; saponified glycerine, nominal, 11@12c lb.; crude soap glycerine, nominal, 9¾@10c lb.; chemically pure glycerine, nominal, 16@16½c lb.; prime packers' grease, nominal, 4¾@5c lb.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Jan. 4, 1922.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 20@22c; green hams, 8@10 lbs., 19c; 10@12 lbs., 16c; 12@14 lbs., 15c; green clear bellies, 8@10 lbs., 15½c; 10@12 lbs., 15c; 12@14 lbs., 14½c; green rib bellies, 10@12 lbs., 14c; 12@14 lbs., 13c; sweet pickled clear bellies, 6@8 lbs., 12½c; 8@10 lbs., 14c; 10@12 lbs., 14c; 12@14 lbs., 13c; sweet pickled rib bellies, 10@12 lbs., 13c; 12@14 lbs., 12½c; sweet pickled hams, 8@10 lbs., 19c; 10@12 lbs., 18c; 12@14 lbs., 17½c; dressed hogs, 14c; city steam lard, 9½c; compound, 10½@10½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 17c; 10@12 lbs., 16c; 12@14 lbs., 15c; 14@16 lbs., 14c; skinned shoulders, 14c; boneless butts, 18c; Boston butts, 15c; lean trimmings, 14c; regular trimmings, 8c; spare ribs, 14c; neck ribs, 5c; kidneys, 6c; livers, 3c; pig tongues, 10c; pig tails, 8c.

## Packinghouse By-Products Markets

### Blood.

Chicago, January 5.

There is better demand for blood this week, the bulk of the sales being at \$3.25 to \$3.35. Some of the principal sellers, however, are asking \$3.40 to \$3.50.

	Unit ammonia.	Per ton.
Ground	\$3.40@63.50	\$70.00@75.00
Crushed and unground	3.15@63.25	60.00@63.00
Ground concentrated tankage	3.15@63.25	
Unground	2.75@2.90	

### Digester Hog Tankage Materials.

The demand is good and exceeds the supply which is limited for the time being. Prices consequently advanced. Un-ground has sold at \$3.50 Western shipping points.

	Unit ammonia.	Per ton.
Ground, 11½% to 12% ammonia	\$3.50@63.75	\$70.00@75.00
Un-ground, 10% to 11% ammonia	3.40@63.00	60.00@63.00
Ground, 7-9% ammonia	3.15@63.30	

### Fertilizer Tankage Materials.

The market is very quiet, but there has been a small sympathetic increase in prices. High grade ground, 10-11% ammonia, was quoted by some at \$2.90.

	Unit ammonia.	Per ton.
High grade ground, 10-11% ammonia	\$2.85@63.00	\$223.00@255.00
Lower grade, unground, 6-9% ammonia	2.60@62.75	175.00@215.00
High grade, unground	2.60@62.75	100.00@150.00
Medium grade, unground	2.60@62.50	25.00@50.00
Low grade and country rend., unground	2.00@62.25	25.00@30.00
Bone tankage, unground	2.35@62.50	30.00@35.00
Hoof meal	2.25@62.35	40.00@50.00
Liquid stick	2.50@62.75	20.00@21.00
Hair tankage, dry, unground	1.25@1.50	50.00@62.00
Garbage tankage, ground	1.00@1.25	10.00@12.00

### Bone Meals.

There is practically no trading as yet, which is not unusual at this time. The nominal prices are quoted as follows:

	Per ton.
Raw bone meal	\$26.00@25.00
Steamed, ground	23.00@25.00
Steamed, unground	15.00@8.00
Grinding hoofs, pig toes, waste bones, dry	21.00@22.00

### Cracklings.

Demand is very good in cracklings but

	Per ton.
No. 1 horns	\$23.00@25.00
No. 2 horns	17.50@22.00
No. 3 horns	10.00@15.00
Culls	25.00@50.00
Hoofs, black	25.00@30.00
Hoofs, striped	30.00@35.00
Hoofs, white	40.00@50.00
Round shin bones, unassorted, heavies	60.00@65.00
Round shin bones, unassorted, lights	50.00@55.00
Flat shin bones, unassorted, heavies	55.00@60.00
Flat shin bones, unassorted, lights	45.00@60.00
Thigh bones, unassorted, heavies	60.00@65.00
Thigh bones, unassorted, lights	50.00@55.00

### Hog Hair.

The demand is as narrow as has ever been known at this season. The principal buyers are still out of the market, there are practically no sales and the prices continue nominal.

### Pig Skin Stripes.

The market is quiet. Prime No. 1's have sold at 4½ cents basis Chicago freight and edible lots at 3½ cents.

## Cotton Oil Interests Vote Against Oil Import Tariff

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 4, 1922.

At a special convention of the Interstate Cottonseed Crushers Association held here today, at which every Southern state and some Northern states were represented, a resolution was adopted opposing the inclusion of a tariff duty on foreign vegetable oils in the Fordney tariff bill now before Congress.

The vote was practically unanimous, the only negative votes being instructed proxies from those not present to hear the arguments. The arguments presented at the meeting convinced some who had come prepared to vote for a tariff duty, and very few actually present voted against the following resolution, which was adopted:

"Resolved, That we are opposed to a tariff on foreign vegetable oils and oil seeds in the permanent tariff bill, believing that such a tariff would prove a detriment to the farmer and our industry; and be it further

"Resolved, That our officers, either directly or through an appropriate committee, present to Congress our resolutions, and advocate legislation accordingly."

Approximately 80 per cent of the membership of the national organization of the cottonseed oil industry were present or represented at the meeting. The discussion was thorough, and the situation was fully presented. The result was to change the opinion of many who had come to favor a tariff on imported oils. A resolution proposing a compromise was rejected, the minority vote representing practically only the instructed proxies of absentees.

President Grogan was instructed to appoint a committee to oppose the tariff before the Senate Finance Committee at Washington, and it is felt that after the controversy is over and the law in effect, the wisdom or unwisdom of a bar to foreign oils will be more clearly seen than it has been.

### NOV. FATS AND OILS EXPORTS.

Total exports of fats for November were 75,615,000 pounds, against 73,274,000 pounds for the five-year average. Exports of lard for November were some 6,000,000 pounds less than for November 1920, and cottonseed oil some 12,000,000 pounds less,

but cottonseed exports about the same as the five-year average. The exports of compound were approximately equal to the average and oleo oil larger than the average. Following are the figures for November 1921 and January to November with comparisons:

	Average for			January-November—	
	November—	November—	1916-20.	1921.	1920.
Totals	75,615,000	97,964,000	73,274,000	1,271,684,000	912,651,000
Lard, edible	52,593,000	58,408,000	53,376,000	826,838,000	544,200,000
Compound	4,166,000	3,293,000	4,161,000	45,734,000	27,362,000
Coconut oil	320,000	381,000	6,649,000	7,204,000	25,417,000
Corn	300,000	1,417,000	4,029,000	4,029,000	10,585,000
Cottonseed oil	10,342,000	22,800,000	10,366,000	240,610,000	143,320,000
Peanut	25,000	24,000	404,000	438,000	644,000
Soya bean	3,000	1,519,000	*3,802,000	1,944,000	43,252,000
Olive oil	6,529,000	7,492,000	4,903,000	121,008,000	67,425,000
Oleomargarine	238,000	596,000	789,000	3,139,000	15,955,000
Tallow	751,000	1,659,000	863,000	13,101,000	17,495,000
Butter	408,000	306,000	2,187,000	7,576,000	16,983,000

\*Two-year average.

### NOV. FATS AND OILS IMPORTS.

Total imports of specified vegetable oils were roughly three-fifths of the average, but almost double those of 1920. The increase over 1920 was due largely to coconut and olive oils. The imports for No-

vember were larger than those for October due to cocoanut oil, which is imported free from the Philippines. Following are the imports of oils and tallow butters, etc., for November 1921 and January to November 1921 with comparisons:

	Average for			January-November—	
	November—	November—	1916-20.	1921.	1920.
Totals	31,835,000	17,354,000	50,832,000	277,108,000	575,246,000
Chinese nut	1,545,000	1,970,000	5,653,000	20,752,000	68,215,000
Coconut oil	23,539,000	7,354,000	18,427,000	168,570,000	203,321,000
Cottonseed	—	35,000	186,500	668,000	9,426,000
Olive, edible	3,618,000	1,972,000	1,500,000	44,542,000	29,272,000
Peanut	97,000	758,000	2,161,000	2,161,000	94,125,000
Rapeseed	825,000	315,000	1,087,000	5,910,000	12,252,000
Soya bean	—	2,011,000	19,065,000	16,286,000	110,101,000
Oleostearine	29,000	95,000	405,000	407,000	948,000
Butter and substitutes	1,926,000	2,799,000	989,000	15,957,000	33,420,000
Tallow	256,000	245,000	486,000	1,864,000	13,390,000

### Vegetable Oil Imports Summarized for a Period of Ten Years.

An interesting compilation of imports of vegetable oils by months for the past ten years has been made by Aspegren & Co. The annual periods include the season from August 1st to July 31st of each year, in order to conform to the U. S. Census Bureau reports of production of domestic cottonseed oil. The summary covering all competing vegetable oils for the periods mentioned, with quantities figured in pounds, is as follows:

	1911-12. Lbs.	1912-13. Lbs.	1913-14. Lbs.	1914-15. Lbs.	1915-16. Lbs.	1916-17. Lbs.	1917-18. Lbs.	1918-19. Lbs.	1919-20. Lbs.	1920-21. Lbs.
Estimated amount of cocoanut oil produced from copra imported	40,492,152	16,823,315	26,935,132	60,512,024	67,501,494	161,481,511	288,552,380	176,384,506	126,774,962	127,036,834
Cocoanut oil	46,736,621	54,099,842	54,067,372	61,620,683	66,121,812	90,339,800	260,050,283	370,398,532	252,978,960	139,167,072
*Peanut oil	6,619,800	9,989,972	9,078,152	6,375,383	12,515,424	25,884,218	63,383,575	110,804,988	137,493,323	14,724,486
Soya bean oil	26,515,100	12,218,864	15,727,710	19,204,419	19,204,419	16,286,000	16,286,000	16,286,000	16,286,000	16,286,000
*Olive oil (edible)	37,777,247	38,778,303	47,207,342	51,026,590	55,136,425	59,024,028	11,115,320	45,670,777	45,187,220	184,358,428
*Olive oil (ft for mtg. purposes only)	4,911,848	4,417,261	6,183,548	4,993,486	6,137,453	5,276,319	3,022,851	1,095,788	1,18,531	38,346,429
Palm and palm kernel oil	73,793,679	74,480,231	94,113,999	34,711,381	41,960,122	45,808,450	18,956,188	34,617,339	42,467,080	32,125,654
Cottonseed oil	1,969,269	4,640,839	18,227,919	13,970,407	17,351,602	12,390,020	16,967,737	19,170,066	22,789,372	876,640
Total	238,815,725	215,448,627	291,396,484	252,414,373	380,087,812	569,380,079	986,882,561	998,239,094	803,462,730	393,675,731

\*The Department of Commerce reports these oils in gallons, so for the purpose of uniformity with the Census report on domestic production of cottonseed oil these have been reduced to pounds on the basis of 7½ pounds to a gallon.

†This is an estimate, oil yield being figured at 60 per cent.

### EXPORTS OF VEGETABLE OILS.

Exports of vegetable oils from the port of New York during the month of November, 1921, by countries of destination, were as follows:

COCOA BUTTER OIL—Mexico, 242 lbs.; Jamaica, 24 lbs.; Cuba, 1,080 lbs.; Colombia, 288 lbs.; Japan, 11,200 lbs.; Australia, 4,480 lbs.; total, 17,314 lbs.

CORN OIL—Greece, 22,800 lbs.; Guatemala, 900 lbs.; Panama, 16,875 lbs.; Barbados, 375 lbs.; Jamaica, 8,280 lbs.; Trinidad, 13,125 lbs.; Cuba, 41,710 lbs.; Danish West Indies, 6,980 lbs.; Haiti, 4,380 lbs.; San Domingo, 52,288 lbs.; Argentina, 21,900 lbs.; Colombia, 750 lbs.; China, 375 lbs.; New Zealand, 4,515 lbs.; British South Africa, 83,860 lbs.; total, 269,408 lbs.

COTTONSEED OIL—Denmark, 716,743 lbs.; France, 85,750 lbs.; Germany, 209,434 lbs.; Greece, 19,000 lbs.; Italy, 56,700 lbs.; Norway, 925,338 lbs.; Turkish Europe, 38,773 lbs.; Bermuda, 100 lbs.; Costa Rica, 8,445 lbs.; Guatemala, 3,300 lbs.; Honduras, 733 lbs.; Nicaragua, 450 lbs.; Panama, 93,613 lbs.; Salvador, 3,750 lbs.; Mexico, 49,337 lbs.; Newfoundland, 80,120 lbs.; Jamaica, 53,925 lbs.; Trinidad, 1,164 lbs.; other British West Indies, 30,314 lbs.; Cuba, 88,189 lbs.; Danish West Indies, 1,241 lbs.; Dutch West Indies, 10,349 lbs.; French West Indies, 223,963 lbs.; Haiti, 5,435 lbs.; San Domingo, 79,203 lbs.; Argentina, 123,443 lbs.; Chile, 19,040 lbs.; Colombia, 3,685 lbs.; British Guiana, 1,180 lbs.; Dutch Guiana, 38,638 lbs.; French Guiana, 51,588 lbs.; Uruguay, 390,388 lbs.; Estonia, 37,500 lbs.; Australia, 12,600 lbs.; British South Africa, 12,075 lbs.; total, 3,477,222 lbs.

LINSEED OIL—Azores, 25 gal.; Bermuda, 153 gal.; Costa Rica, 440 gal.; Guatemala, 20 gal.; Honduras, 60 gal.; Nicaragua, 78 gal.; Panama, 155 gal.; Salvador, 600 gal.; Mexico, 6,000 gal.; other British West Indies, 149 gal.; Cuba, 4,103 gal.; Danish West Indies, 300 gal.; Dutch West Indies, 55 gal.; Haiti, 599 gal.; San Domingo, 486 gal.; Colombia, 1,121 gal.; Ecuador, 50 gal.; Peru, 600 gal.; Venezuela, 1,157 gal.; China, 1,400 gal.; total, 17,968 gal.

COCOANUT OIL—Greece, 1,875 lbs.; England, 100 lbs.; Panama, 96 lbs.; Mexico, 22,940 lbs.; Cuba, 103,935 lbs.; Peru, 4,580 lbs.; British India, 36 lbs.; New Zealand, 630 lbs.; total, 134,242 lbs.

PEANUT OIL—Norway, 7,500 lbs.; Cuba, 3,100 lbs.; total, 10,600 lbs.

### NOVEMBER COTTON OIL EXPORTS.

Official reports of cottonseed oil exports for November, 1921, show a total of 10,342,455 pounds, compared with 22,868,602 pounds for November, 1920. The value in November, 1921, was \$921,867, and in November, 1920, \$3,028,425. For the period of eleven months ending November 30, 1921, the total quantity was 240,672,563 pounds, compared with 143,332,819 pounds in 1920, the value for the eleven months' period ending in November, 1921, being \$23,356,418, as against \$29,771,380 for the same period in 1920.

## VEGETABLE OILS WEEKLY REVIEW

**THE NATIONAL PROVISIONER** is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Trade Limited—Sentiment Bearish—Financial Conditions the Feature—Lard Changes Small—Crude Easier but Sparingly Offered—Distribution Reports Pessimistic.**

Operations in cottonseed oil futures on the New York Produce Exchange, following the New Year's holidays, were rather mixed and limited, with outside conditions the feature, and a disposition in evidence to await developments.

**Conditions Curtail Operations.**

Following the assignment of a leading commission house at the close of the old year, the market was forced to discount the unsatisfactory conditions of two Western banks at the outset of the new year. The latter led to many unfounded reports which caused considerable depression in all other speculative markets, and naturally had a sympathetic influence on cotton oil.

Economic conditions were again brought to the front, and while not having a very great price-making influence on oil, created considerable unsettlement among the trading element, sufficient to materially curtail operations. Sentiment in professional quarters continued almost unani-

mously bearish, and in this respect it might be well to mention that conditions as a whole were not favorable toward advancing prices.

**No Cash Trade Revival Yet.**

The expected revival in cash trade has not materialized as yet, and while it may be a little too early to anticipate a revival, still, nevertheless, the lack of demand for both oil and compound, and the persistent evidence that the relatively cheaper pure lard is eating into the compound trade, was more than sufficient to create the belief that values must seek lower levels, and get down to a point sufficiently below the lard parity to stimulate demand.

The market has gotten to the point where it is no longer influenced by talk of supplies, and to the point where distribution must take place, or values respond accordingly. Very radical sentiments are expressed as to the consumption in December, with some estimates as low as 129,000 bbls., although the more optimistic are talking 150,000 bbls. Some are going so far as to predict that the January disappearance will be materially smaller than December's, but these predictions are very far fetched.

While it is admitted that distributors' stocks are comparatively light, at the same time it is contended that until the distributor sees an improved demand, he will not stock up with a commodity which other products are underselling.

**Speculative Trading Unimportant.**

Speculative trade both ways has been unimportant. A large part of the interest has been professional, with the disposition not to stand long on trades, one way or the other. On Tuesday the July delivery went into new low ground for the season, and while lard is being watched closely, the lard market fluctuated within very narrow limits.

The hog movement has not as yet come up to expectations, and the hog market has been relatively strong, but the strength in hog prices has been attributed largely to the demand from eastern shippers.

All compound interests report slow trade, and while prices are held at from 1½ to 10½c, reports are current of offerings at 10c, the latter price being out of line compared with crude oil, and compares with reported sales of prime city lard during the week at 9½c New York, to chain stores.

**Crude Held Above Market.**

The crude market has weakened somewhat with sales at 6.85c southeast and 6½c. Texas. However, little crude came out, and most offers were held well above the market, with the southeast quoted at 6.85@7c and the valley 7 cents nominal. Tallow was ¼c higher at 6½c sales for special loose, while stearine was ¼c lower with sales of oleo at 8½c.

# ASPEGREN & CO.

**Produce Exchange Building  
NEW YORK CITY  
DISTRIBUTORS**



**AGENTS  
IN  
PRINCIPAL EASTERN CITIES**



**SELLING AGENTS FOR**

**The Portsmouth Cotton Oil Refining Corp., Portsmouth, Va.  
The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.  
The International Vegetable Oil Co., Savannah, Ga.**

January 7, 1922.

Deliveries on January contracts have been about 4,000 bbls., and there are intimations that 3,500 bbls. more are to come out, or a total of 7,500. While there has been considerable switching from January to the latter positions, the January delivery has not shown any decided weakness, although the open interest is still believed to be liberal, and except for occasional support from one of the leading refiners, the demand for January has come largely from shorts. Any further deliveries are expected to dislodge speculative holders, but it is believed that the speculative longs will switch their oil to the later positions rather than liquidate outright.

**Lard Stocks Little Larger.**

Lard stocks at the end of December at Chicago showed an increase of 840,000 lbs. for the last week of the month, and totaled 9,319,000 lbs., against 8,469,000 on December 1, and 21,376,000 on Jan. 1 last year. The increase was looked upon as very small, and generally the opinion was expressed that there is as yet too little lard in Chicago to look for the packers to extend much support to the lard market, or to hogs, should the movement of the latter increase to any extent.

Operations in cottonseed oil futures on the New York Produce Exchange in 1921 totaled 4,162,600 bbls. against 4,331,200 bbls. in the year 1920.

**COTTONSEED OIL.**—Market transactions:

**Thursday, December 29, 1921.**

	Range			Closing	
	Sales.	High.	Low.	Bid.	Asked.
Spot				810	a ...
Jan.	6300	845	830	833	a 835
Feb.				845	a 860
March	3000	885	877	878	a 879
April				886	a 889
May	3400	911	903	905	a 907
June				910	a 920
July	2100	935	926	929	a 930
Aug.	800	947	945	940	a 945
Total sales,	26,200	Prime Crude, S. E.			
715 bid.					

Established 1856

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## Cotton Seed Oil

At the New York Produce Exchange

New York Stock Exchange

New York Coffee and Sugar Exchange, Inc.

Members

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New York Produce Exchange

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### J. G. Gash & Co., Inc.

25 Beaver Street

NEW YORK

Cable address: Joe gash

### Fats, Oils, Greases Cotton Seed Products

Cotton Oil Options on the New  
York Produce Exchange

### SOUTHERN MARKETS.

#### NEW ORLEANS.

(Special Wire to The National Provisioner.)  
New Orleans, La., Jan. 5, 1922.—Prime crude cottonseed oil is steady at 7 cents bid, 7½ cents asked. Offerings are light. Refined cottonseed oil is dull. Prime 7 per cent meal \$33.50; 8 per cent \$36.56. Loose hulls \$6.25; sacked \$8.50; all short ton f. o. b. mill points.

#### MEMPHIS.

Memphis, Tenn., Jan. 5, 1922.—Crude cottonseed oil is dull and there is a limited demand at 7 cents Valley. Meal forty-one \$37.50@38.00. Memphis loose hulls quiet at \$6.50.

#### CHICAGO COTTON OIL MARKET.

Market transactions:

Saturday, December 31, 1921.

	Open	High	Low	Close
March .....	8.50	8.70	8.50	8.60
May .....	8.60	8.80	8.60	8.80

Monday, January 2, 1922.

Holiday—No market.

Tuesday, January 3, 1922.

	Open	High	Low	Close
March .....	....	....	....	8.50
May .....	....	....	....	8.62

Wednesday, January 4, 1922.

	Open	High	Low	Close
March .....	....	....	....	8.50
May .....	....	....	....	8.62

Thursday, January 5, 1922.

	Open	High	Low	Close
March .....	8.45	8.45	8.45	8.45
May .....	8.60	8.60	8.59	8.59

Friday, January 6, 1922.

	Open	High	Low	Close
March .....	....	....	....	8.46
May .....	....	....	....	8.59

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29 Broadway, NEW YORK CITY

### BROKERS EXCLUSIVELY

For All Grades of

### Vegetable Oils, Copra and Olive Oil Fruits

COTTON OIL OPTIONS  
on the New York Produce  
Exchange

### E. A. Stevenson & Co. Inc.

44 Whitehall St., New York City

Refiners of "Cobee" Coconut Oil,  
Churners of "Spreit" Nut Margarine,  
Quality the highest, always uniform

### VEGETABLE OIL IMPORTS.

Imports of vegetable oils at New York in November, 1921, are reported as follows by countries of source:

PALM OIL—Portugal, 618,670 lbs.; England, 352,983 lbs.; British West Africa, 113,681 lbs.; total, 1,085,334 lbs.

COCOANUT OIL—British India, 14,888 gal.; total, 14,888 gal.

LINSEED OIL—Netherlands, 554,933 gal.; England, 438,184 gal.; Scotland, 6,222 gal.; total, 999,339 gal.

PEANUT OIL—France, 3 gal.; Hong Kong, 4,837 gal.; total, 4,840 gal.

OLIVE OIL—France, 16,355 gal.; Greece, 3,085 gal.; Italy, 165,852 gal.; Spain, 119,671 gal.; French Africa, 2,860 gal.; Egypt, 35 gal.; Palestine, 600 gal.; total, 308,458 gal.

## VEGETABLE OILS

Sole Selling Agents for:

"NEUTREX"—REFINED EDIBLE COCOANUT OIL

"AFREX"—REFINED EDIBLE PEANUT OIL (Yellow)

"AFREX"—REFINED EDIBLE PEANUT OIL (White)

"WINTREX"—COTTONSEED SALAD OIL

"GRANEX"—REFINED DEODORIZED CORN OIL

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New York City, N. Y.

Inefficient Operation and Condition of Seed.  
(Special Report to The National Provisioner from the Fort Worth Laboratories.)

Fort Worth, Tex., Dec. 23, 1921.—Any small profits that some oil mills might have, due to efficient buying and selling, is, in many instances, being lost by inefficiency in operation. This inefficiency is shown by the large amount of oil left in cake and hulls. Whether this inefficiency is due to lack of interest and equipment, or is due to the condition of the seed is not certain, but indications point to the latter. Mills are running 1 to 3% more oil in cake than they usually do. Under these conditions there is only one thing to do, check up every point that could be off and run tests.

The abnormal feature this season is the low moisture content of the seed, due to the drought. It may be that the low moisture in the seed combined with abnormal growing conditions has resulted in the cellular structure of the seed becoming more resistant to rupture, thus not responding readily to the cooking process. Extra heavy rolls combined with high cooking temperatures should facilitate the breaking down of the oil cells walls.

In normal years, 8 to 9% moisture in cake gives the lowest oil in cake. This season some mills are showing 6% oil with only 6.5% moisture, while other mills having 8 to 9% moisture are showing 8% oil. The low moisture is to be expected if high cooking temperatures are used to disrupt the oil cells. The mere presence of 8% moisture in cake does not show that cooking conditions have been right to properly break down the oil cell walls. The high oil loss in hulls is due to meat dust caused by the dry seed.

Analysis for the month:

	CAKE AND MEAL.		
	Am. Moist. monia.	Pro- tein.	Stand- ard. Oil.
Average all mills.....	7.84	8.40	43.20
Best average .....	7.88	8.46	43.53
Worst average .....	10.02	7.96	40.95
Avg. this month last yr.	8.22	8.56	44.00
Annual avg. last year..	8.30	8.52	43.84
			.67 .81

	HULLS.		
	Whole seed and meats.	Oil in hulls.	Total Loss oil per ton. ard.
Average all mills.....	1.48	1.62	.22
Best average .....	.72	.79	.05
Worst average .....	2.21	2.64	.42
Avg. this mo. last yr.	.05	.75	.12
Annual avg. last year.	.90	.96	.09
			2.56

	SEED.		
	Lbs. cake in 100 lbs. am-	Gals. oil 100 lbs. am-	8% monia.
Moist. seed.	% oil.	wst. monia.	in
Average all mills....	6.15	4.07	19.44
Best average .....	5.42	4.05	20.51
Worst average .....	6.50	4.03	17.61
Avg. this mo. last yr.	9.46	3.97	19.91
Annual avg. last year.	10.33	4.01	19.37
			41.5 951

	CRUDE OIL.		
	Refining loss.	Color.	Acid free.
Average all mills.....	7.6	5.6	1.1
Best average .....	5.5	3.8	.5
Worst average .....	11.0	6.7	2.2
Avg. this month last year.	8.8	6.2	1.0
Annual average last year.....	9.5	7.6	1.9

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSING.

### Provisions.

Provisions were very inactive but steady, influenced by the remarkable strength in live hogs, the latter advancing to an \$8.50 average. Domestic product demand remained rather good and clearances large, but export demand was slow.

### Cottonseed Oil.

Cottonseed oil was fairly active and barely steady, with sentiment mixed. January deliveries now total 5,000 barrels with prospects for more. A leading refining interest was apparently endeavoring to force January to larger discount under futures, but there was no aggressive pressure on market. Scattered speculative support was in evidence and some refiners buying. Cash trade was very disappointing. N. Y. chain stores retailing pure lard at 9 cents a pound, or 1 to 1½ cents under compound in carlots. The Interstate Cottonseed Crushers' Association Convention at New Orleans adopted resolutions asking removal of import duties on vegetable oils and the trade awaits developments. Opinions are decidedly mixed as to price action should duties be levied. Crude cottonseed oil was tightly held around seven cents.

Quotations on cottonseed oil at Friday noon were: January, 8.21@8.25; March, 8.49@8.51; May, 8.73@8.75; July, 8.96@8.97.

### Tallow.

Special loose, 6½¢ bid.

### Oleo Stearine.

Oleo 8½¢; extra oleo oil 11¼@11½¢.

### FRIDAY'S GENERAL MARKETS.

New York, Jan. 6, 1922.—Spot lard at New York, prime western, \$9.75@9.85; Middle West, \$9.40@9.50; city steam, \$9.18; refined continent, \$11.25; South American, \$11.50; Brazil, kegs, \$11.50; compound, \$10.25@10.50.

### Marseilles Oils.

Marseilles, Jan. 6, 1922.—Copra fabrique, fr—; copra edible, —fr; peanut fabrique, —fr; peanut edible, —fr.

### Liverpool Provision Markets.

Liverpool, Jan. 6, 1922.—(By Cable.)—Quotations today: Shoulders, square, 93c; shoulders, picnic, —; hams, long cut, 100s; hams, American cut, 117s; bacon, Cumberland cut, 86s; bacon, short backs, 94s; bacon, Wiltshire, 80s; Australian tallow, 39s@42s; spot lard, 57s.

### Hull Oil Markets.

Hull, England, Jan. 6, 1922.—(By Cable).—Refined cottonseed oil, 40s; crude, 34s.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to January 6, 1922, show exports from that country were as follows: To England, 143,477 quarters; to the Continent, 14,265; to other ports, none. Exports for the previous week were as follows: To England, 68,482 quarters; to the Continent, none; to other ports, none.

### NEW YORK LIVESTOCK.

Receipts for the week ending Saturday, December 31:

Receipts—	Cattle.	Calves.	Hogs.	Sheep.
New York.....	546	1,576	16,498	4,263
Central Union .....	2,050	510	.....	6,220
Jersey City .....	2,456	4,820	6,961	16,002
Total for week... .....	5,052	6,906	23,460	26,575
Previous week.... .....	7,021	9,712	27,250	22,076
Two weeks ago ... .....	7,086	10,062	37,989	49,529

### RECEIPTS AT CENTERS.

SATURDAY, DECEMBER 31, 1921.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.	
Chicago .....	1,400	8,000	5,000		Armour & Co. ....	3,499	9,600	11,661
Kansas City .....	500	1,000	1,000		Swift & Co. ....	3,395	16,600	10,221
Omaha .....	300	5,000	1,000		Morris & Co. ....	2,239	8,000	7,451
St. Louis .....	200	7,500	100		Wilson & Co. ....	2,667	11,400	6,581
St. Joseph .....	100	3,000	.....		Anglo-Amer. Packing Co. ....	4,800	.....	
Sioux City .....	100	5,000	.....		G. H. Hammond Co. ....	1,288	6,500	.....
St. Paul .....	100	1,100	100		Libby, McNeil & Libby Co. ....	758	.....	
Oklahoma City .....	100	300	.....		Brennan Packing Co. 0 hogs; Miller & Hart, 2,700 hogs; Independent Packing Co., 7,800 hogs; Boyd, Lunham & Co., 500 hogs; Western Packing & Provision Co., 7,000 hogs; Roberts & Oakie, 3,000 hogs; others, 15,300 hogs.	.....	.....	
Fort Worth .....	200	200	.....					
Milwaukee .....	100	200	1,100					
Denver .....	200	100	.....					
Louisville .....	200	300	.....					
Wichita .....	100	1,100	100					
Indianapolis .....	2,000	500	.....					
Pittsburgh .....	2,500	100	.....					
Cincinnati .....	200	4,000	1,300					
Buffalo .....	200	1,000	100					
Cleveland .....	1,000	1,000	.....					
Nashville, Tenn. ....	100	300	.....					
Toronto .....	200	300	.....					

MONDAY, JANUARY 2, 1922.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.	
Chicago .....	13,000	35,000	14,000		Armour & Co. ....	3,598	4,456	6,732
Kansas City .....	9,000	10,000	3,000		Cudahy Packing Co. ....	2,679	2,607	2,158
Omaha .....	1,800	3,000	1,500		Fowler Packing Co. ....	328	.....	
St. Louis .....	3,000	13,500	2,500		Morris & Co. ....	2,568	6,306	1,591
St. Joseph .....	1,300	6,500	3,500		Swift & Co. ....	2,678	6,507	3,605
Sioux City .....	1,000	8,000	900		Wilson & Co. ....	2,312	6,770	2,481
St. Paul .....	1,300	9,000	2,300		Local butchers .....	670	375	1
Oklahoma City .....	1,200	1,700	200					
Fort Worth .....	1,200	1,000	500					
Milwaukee .....	100	300	200					
Denver .....	100	100	500					
Louisville .....	300	1,000	.....					
Wichita .....	1,500	600	200					
Indianapolis .....	800	2,000	200					
Pittsburgh .....	1,200	7,500	700					
Cincinnati—Holiday—No market.	2,700	17,600	13,000					
Buffalo .....	100	3,000	1,000					
Cleveland .....	1,800	1,200	.....					
Nashville, Tenn. ....	100	1,200	.....					
Toronto—Holiday—No market.	100	300	.....					

TUESDAY, JANUARY 3, 1921.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.	
Chicago .....	7,000	25,000	15,000		Armour & Co. ....	2,007	2,536	1,473
Kansas City .....	8,000	8,000	5,000		Swift & Co. ....	1,716	7,026	1,053
Omaha .....	2,500	8,000	8,000		Cudahy Packing Co. ....	1,737	10,990	5,667
St. Louis .....	2,800	9,000	2,200		Armour & Co. ....	1,655	6,787	7,350
St. Joseph .....	700	3,300	1,800		Swartz & Co. ....	4,576	.....	
Sioux City .....	1,500	4,500	1,000		J. W. Murphy .....	19,596	.....	
St. Paul .....	1,100	8,500	800		Others .....	2,855	.....	5,671
Oklahoma City .....	1,200	1,500	.....		Dold Packing Co. ....	234	1,453	.....
Fort Worth .....	2,000	1,500	.....		Ogden Packing Co. ....	991	.....	
Milwaukee .....	1,600	1,200	200					
Denver .....	300	1,700	100					
Louisville .....	1,500	600	200					
Wichita .....	1,000	1,000	.....					
Indianapolis .....	800	7,000	300					
Pittsburgh .....	100	800	300					
Buffalo .....	100	2,500	600					
Cleveland .....	300	3,000	100					
Nashville, Tenn. ....	1,000	2,500	600					
Toronto .....	1,000	600	600					

WEDNESDAY, JANUARY 4, 1921.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.	
Chicago .....	8,000	20,000	10,000		Chicago .....	17,663	.....	
Kansas City .....	9,000	7,000	3,000		Kansas City .....	14,832	.....	
Omaha .....	4,300	12,500	6,500		Omaha .....	2,159	.....	
St. Louis .....	3,000	14,000	2,500		East St. Louis .....	4,432	.....	
St. Joseph .....	2,800	8,000	3,500		St. Joseph .....	5,934	.....	
Sioux City .....	1,800	7,500	2,000		Sioux City .....	4,911	.....	
St. Paul .....	2,500	19,000	2,500		Cudahy .....	14,639	.....	
Oklahoma City .....	1,500	5,000	300		Cedar Rapids .....	11,900	.....	
Fort Worth .....	1,000	800	300		Ottumwa .....	8,268	.....	
Milwaukee .....	500	2,500	300		South St. Paul .....	27,743	.....	
Denver .....	1,000	2,200	1,200		Fort Worth .....	4,200	.....	
Louisville .....	200	1,600	100		Indianapolis .....	27,634	.....	
Wichita .....	500	200	100		New York and Jersey City .....	23,469	.....	
Indianapolis .....	800	7,000	200		Oklahoma City .....	8,800	.....	
Pittsburgh .....	100	2,000	400		Milwaukee .....	8,600	.....	
Cincinnati .....	500	2,700	100		Cincinnati .....	13,300	.....	
Buffalo .....	100	2,600	600					
Cleveland .....	100	2,000	500					
Nashville, Tenn. ....	100	1,000	.....					
Toronto .....	500	900	200					

THURSDAY, JANUARY 5, 1921.

	Cattle.	Hogs.	Sheep.		Cattle.	Hogs.	Sheep.	
Chicago .....	10,000	37,000	13,000		Chicago .....	40,006	.....	
Kansas City .....	3,500	3,000	4,000		Kansas City .....	16,754	.....	
Omaha .....	2,300	5,000	6,000		Omaha .....	881	.....	
St. Louis .....	1,700	12,000	700		East St. Louis .....	2,684	.....	
St. Joseph .....	1,200	6,000	2,000		St. Joseph .....	12,773	.....	
Sioux City .....	1,800	6,000	1,000		Sioux City .....	3,173	.....	
St. Paul .....	1,200	7,500	1,000		Cudahy .....	2,525	.....	
Oklahoma City .....	500	400	.....		Denmark .....	268	.....	
Fort Worth .....	600	2,500	200		Finland .....	1987	.....	
Milwaukee .....	700	2,100	1,900		France .....	195	.....	
Denver .....	100	700	2,600		Germany .....	195	.....	
Indianapolis .....	500	4,000	100		Great Britain .....	2,295	.....	
Pittsburgh .....	500	2,500	600		Green Britain .....	4,866	4,18	
Cincinnati .....	900	7,500	200		Portugal .....	193	.....	
Buffalo .....	1,500	1,500	900		Russia .....	193	.....	
					Sweden .....	193	.....	
					Denmark .....	193	.....	
					Finland .....	193	.....	
					France .....	193	.....	
					Germany .....	193	.....	
					Great Britain .....	193	.....	
					Portugal .....	193	.....	
				</td				

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& COMPANY  
UNION STOCK YARDS, CHICAGO]

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Tankage,  
Tallow,  
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*are always given our  
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## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

**Chicago.**

**PACKER HIDES** steady. One packer moved 4,000 November light native cows in weights 45-55 lbs. at 14c, a steady price with previous trading. No other business reported. The situation while quiet is considered steady to strong in tone. Stocks are relatively small with possible exception of light cows. Holdings are mainly last half December kill. Slaughter was materially lessened in December by the strike. Bottom stock hides are considered especially firm by reason of scarcity. Native steers quoted at 16½c last paid; heavy Texas 16c; lights 14½c; extreme lights 12½c; butts 16c; Colorados at 15c; branded cows 12½c; heavy cows 14¾c; lights 14c paid; native bulls 10c lately re-quoted and branded bulls at 8½c.

**COUNTRY HIDES** steady to a shade stronger. Further interest continues to be manifested in the light end of the country hide list. Eastern tanners are mainly interested, the Western operators still looking for the bargain lots when they display any interest whatever. A couple of cars of Ohio and similar extremes sold at 11½c again. A car of local extremes brought 11c. Sales of outside extremes are noted at 10½c for ordinary quality. Middle weight hides are quiet today. Late sales were effected at 8@8½c. Heavy hides are likewise slow and featureless. Branded country hides are quoted at 6@7c flat basis; country packer branded hides quoted at 8½@11½c for dates, descriptions and sections. Bulls quoted at 6½c paid as noted yesterday for common country lots; recent sales as high as 7c noted for good country lots; country packer bulls quoted at 8½@9c; glue hides 3@3½c.

**NORTHWESTERN HIDES**.—Steadiness prevails in the Twin Cities markets. Business is slow owing to stocks and offerings being limited, and usually held at strong levels. Most tanners who have been interested in hides in this section have held rather low views which has retarded movement to a great extent. All weight hides are usually priced at 8½c; heavy hides quoted 8@8½c asked and light hides at 10@10½c last paid; some lots are held higher. Bulls quoted at 5½@6½c for description with stocks meager; kipskins quoted 8@10c; calfskins at 10@12c and horse hides \$3.25@3.75 flat f. o. b.

**CALFSKINS** stronger. Eastern tanners are looking the market over and find holders decidedly firm in their views. Last sales of local cities were at 16c. Bids of 16½c were made today for local skins and declined with 18c now demanded firmly in all quarters. A bid of 17c was refused for a car of choice first salted Michigan skins and 18c firmly demanded. Packer skins are still in ample supply and though priced at 19c are said to be available at a concession. Resalued outside city skins are being sought with buyers willing to pay 12@14c for good lots and sellers talking 15@16c as a rule; country skins quoted at 10@12c; deacons 80c@\$1.00 asked; kipskins are also sentimentally stronger. A bid of 16c was refused for a car of first salted outside skins of early take-off. Last sales of current skins were effected at 15c. Packers talk up to 18c, especially for skins of earlier take-off. Outside lots of skins are

quoted at 12@14c and countries at 8@11c nominal.

**DRY HIDES** quiet. Western all weights quoted 10@12c.

**HORSE HIDES**.—No change is noted in the market. Buyers are slow to take hold. Renderer hides are quoted \$4.00@4.25; outside usually asked; countries \$3.50@3.75 and mixed hides \$3.75@4.00.

**SHEEP PELTS**.—As noted earlier in the week local packer sheep and lambskins sold at \$1.65. Small packer goods quoted up to \$1.35 and country stock up to about 80c average for mixed quality; dry pelts 10@12c; pickled skins \$3.75@4.00 dozen; goatskins 40@80c.

**HOGSKINS** quiet. Country run 15@30c; rejects half; strips 4½@5c.

**NEW YORK.**

**PACKER HIDES**.—Business among city slaughterers is at a standstill. Sellers are busy with other matters and are not paying much attention to hide sales. Holdings are limited mainly to December slaughter and are rather small in size, due to interrupted slaughter by reason of strike. Native steers are quoted at 16@16½c; butts quoted 15½@16c and Colorados 14½@15c; cows are quoted 12½@13c nominal; inside rates are nearer actual trading levels. Buyers are not urgently seeking hides; bulls quoted at 9½c last paid.

**SMALL PACKER HIDES**.—Nothing doing in the way of movement in eastern small packer hides. The situation is steady in tone on the basis of last sales, or 12@12½c for all weight cows and 14@15c for heavy steers. Bulls and brands quoted 8½@9c. Philadelphia big packer steers are quoted 16@16½c; cows 13½c for lights; brands 9@11½c for lots.

**COUNTRY HIDES**.—The situation is still rather quiet, but signs of slightly better interest on tanners' parts are commencing to be noted. Eastern buyers are looking around for hides, light weights principally, but their views are still relatively low. Mid-west best quality extremes are held at 11@11½c and buyers are talking 10½c for business. Western extremes are bringing 10@10½c for quality; southern extremes range at 9@9½c now after having previously sold at 9½@9c; New England extremes quoted 10c; Canadians 9½c. Buff weights are generally talked about 8@8½c basis for ordinary lots. Bids for Ohio and similar buff weights at 8½c are reported declined and

**U. S. HIDE PRODUCTION.**

Domestic production of hides and skins in the United States during 1920 exceeded imports by 150,000,000 pounds. Estimated output for the year was 849,530,000 pounds, the imports aggregated 700,113,000 pounds—both on a "green" basis. These totals included:

	Domestic production.*	Imports.†
	Pounds.	Pounds.
Cattle hides	673,676,000	334,475,000
Calfskins	115,954,000	52,035,000
Sheep and lamb skins	29,719,000	112,523,000
Horse, colt, ass	30,000,000	21,890,000
Buffalo hides		20,727,000
Goatskins	181,000	150,074,000
Kangaroo and wallaby skins		1,389,000
All other hides and skins (exclusive of furs)		7,000,000
Total	849,530,000	700,113,000

\*Estimated.

†Converted to a green basis, 1 pound of dry equal to 2 pounds of green.

one fancy lot is reported as having brought 9c this week.

**CALFSKINS**.—A steady market continues in trimmed N. Y. city calf skins. Business is generally being done in smaller parcels, but on a relatively steady basis. Enough stock has been moved to reduce supplies to easily carried size. Holders talk optimistic. Tanners for the most part are operating cautiously, there being no indications of volume movement in sight. Three weight N. Y. skins quoted \$1.50@1.55, \$2.00@2.05, \$2.50@2.55 last paid. A car of outside first salted cities sold basis \$1.25 for lights, with 35@40c spread between weights. N. Y. buyers talking 15½c as their views on western untrimmed first salted cities. Kip \$3.30@3.80 nominal.

**ST. LOUIS.**

(Special Letter to the National Provisioner.)

National Stockyards, Ill., Jan. 4. The cattle run for the week ending today is something over 18,000 head and although the run is tight, sellers are finding difficulty in holding the market to a steady basis, the tendency being towards lower prices. In heavy beefs, the top for the period was \$8.15 which was paid on two loads of well finished Missouri fed steers. They were strictly good, but could not be considered choice or prime. Other fair to good killing steers range from \$5.00@7.75, with \$6.00@7.25 about catching the bulk. Very much the larger proportion of the steers were in the common class and it is because of the overabundance of this kind that the market has sagged. As a matter of fact anything strictly good is on a fully steady basis and in some instances, particularly in yearlings, it might be called slightly higher.

Good butcher stock finds ready sale and with the exception of heifers, rules steady. A number of sales of good yearlings recorded at \$7.00@7.75, and a few of the near choice kinds have sold up to \$8.00. These represent the best that have come during the week, although the quotations on them for the good to choice kind of the baby beef variety is \$9.00@10.00. As in steers, the major portion of the run is common in quality and is selling in a range of \$4.00@6.50.

Butcher cows run from \$3.35@5.00, with the heavy beef kind selling from \$5.25@5.50. The calf market this week was very uneven. Late last week the top was \$12.00 and frequent sales were made at \$11.00@11.50. At present the top has dropped to \$11.00, with the bulk of the sales swinging around the \$9.00 mark.

Hog runs for the week were 32,000, which is fair enough for the early part of the post-holiday season. The quality of the run is fair. Trading has been active enough, but the market has been extremely erratic and uneven. A drop or an advance of 50c a day was not unusual. The top for the week was \$8.35, which was paid both early and late in the period. At present a sharp decline is in effect, and the market is 25@40c lower than a week ago.

Today's quotations are: Mixed and butchers, \$7.25@7.60; good heavies, \$7.25@7.40; roughs, \$5.85@6.00; lights, \$7.75@8.00; pigs, \$7.25@8.00; bulk, \$7.25@7.75.

Sheep receipts were 12,500 head for the week, and prices are on a fully steady basis with a stronger tendency. Fat sheep sold at a higher figure this week than has been obtained in several months. They brought \$5.15, which price was paid on two decks of real good 91-lb. stock. Light ewes of the better kind are selling at \$4.50@5.00, and heavy sheep are going principally at \$3.50.

The top for the period on lambs is \$11.65, with the bulk of the good ones selling from \$11.25@11.50. Medium to fair lambs are bringing around \$11.00, culs, \$7.50@9.00. A few scattering bunches of yearling wethers changed hands at \$9.00@10.00. Choice handy weight yearlings would bring \$10.25 or better.

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NEW YORK, N. Y.

## Calfskins

January 7, 1922.

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by the U. S. Bureau of Markets.)  
Union Stock Yards, Chicago, Jan. 5.

As a result of increased runs of cattle and limited demand on the closing sessions last week, beef steers suffered sharp price depreciation and the market closed last week in a sluggish, unhealthy condition. However, under impetus of good shipping demand and fair local call, the market reacted and fully recovered the loss late last week with some additional price improvement evident.

Receipts at Chicago the first four days this week at 38,000 as compared with like period a week ago represent an increase of about 15,500, while the ten market total for the week to date at 119,900 shows an increase of 34,900 as compared with the corresponding period the previous week.

Despite the fact that Monday was a holiday the cattle market was in a reasonably healthy condition. Tuesday prices ruled strong to higher, with the 25c advance today boosting prices about 25c above last Thursday's close. Shipping demand thus far this week has absorbed around 12,000 cattle, compared with 8,200 like period last week, with only a limited number of these going to the country as feeders. Yearlings sold up to \$10.00 last Thursday and again today with choice heavy steers reaching \$9.50 on today's market. The latter price was made by 60 long-fed bullocks from an Iowa feed-lot. They averaged 1,570 lbs. Heavy steers grading good to choice have been scarce, but a few loads averaging around 1,300 to 1,500 lbs. have sold from \$8.50@9.25 with a load of very good 1,703-lb. bullocks today going at \$8.85. A narrow spread of \$8.35@8.60 bought several loads of good strong weight steers, but beef steers arriving have been largely of medium grade and the great majority of steers going for slaughter sold within a range of \$6.50@7.85, with bulk of today's supply cashing at \$6.75@8.00.

Canners and cutters and many of the butcher cows show little change. Better grades of cows and fat heifers have ruled strong and fat she stock sold mostly within a spread of \$4.00@6.00 with only a few of the best fat cows as high as \$6.00 and better.

Heifers of choice quality have sold upward from \$7.00 with some on the yearling order around \$8.00 and better. Canners and cutters moved largely at \$2.50@3.25 throughout the week. Demand for bulls has been active all week and most bulls sold today around 15@25c above a week ago. Bolognas cleared largely at \$4.00@4.35 with a number of the best heavy sausage bulls at \$4.50. Beef bulls, if heavy, are worth but little more than the best bolognas, but good light and medium weight fat bulls have sold around \$5.00@5.75 with a few on the yearling order above the latter figure.

Unevenness featured today's calf market and although many calves were bought 50c above Wednesday's price level, the market weakened on the close, the general advance being about 25c for the day which left prices still about 25c under a week ago. The bulk of the week's business in veal calves was done on an \$8.25@8.75 basis, with the best vealers to packers around \$9.00 today.

Chicago receipts for the week to date, at about 118,000, were 8,000 lbs. less than same period a week ago and 34,000 lbs. less than a corresponding period last year. The unseasonably light receipts this week and the continued broad shipping outlet were the main features in the hog trade. Outsiders have taken about 57 per cent of the receipts during the four-day period, clearing up the great bulk of the lights and light lights every day, except on Wednesday, when shipping demand for them weakened and they sold 10@25c lower.

The average cost of packer and shipper droves was \$7.21 on Monday, \$7.15 on Tuesday, \$7.12 on Wednesday and the market averaged about a quarter higher on Thursday, although the top at \$8.00 was steady.

Hogs averaging over 200 lbs. have shown the most gain from the Saturday previous, comparatively few good heavy butchers having to take less than \$7.15 on Thursday. This resulted in a considerable narrowing of the spread between light lights and heavy butchers.

Market closed strong Thursday at day's best prices with only a moderate hold-over and as compared with Thursday previous was generally strong to 15c higher, the 180 to 225 pounders being up most. Light lights, however, showed 10 to 15c loss and packing sows were on a basis usually 15 to 25c lower.

Despite a healthy market, with prices touching new high levels for the season, receipts of sheep and lambs have shown only a comparatively small increase this week. Four days this week Chicago receipts totaled about 54,300, against 45,525 like period last week and 62,530 a year ago. Ten markets have had a combined supply of approximately 148,200, compared with 137,377 the corresponding four days last week and 179,402 a year ago.

With Eastern shipping demand brisk and local killers showing need of offerings, the market has been active and most of the fat lambs sold today 25 to 50c above a week ago, with some of the in-between grades around 75c higher. Fat sheep and yearlings are 50@75c above a week ago.

Best fat lambs reached \$12.00 on today's market, highest since June 23 last when new crop spring lambs were taking the lamb classification. The price spread was comparatively narrow, few in fleece of desirable killing grade selling below \$11.25, as shearers stood ready to pay up to \$11.00 for fleshy Western lambs of good shearing capacity and a thinner but good thrifty feeder grade was quotable to \$10.75. Decent culs out of the best native lambs went to killers at \$10.00, bulk of the cull natives making \$9.00@9.50.

A feature of today was the sale of a double of prime 95-lb. fed Western yearling wethers at \$11.00, only \$1.00 below the lamb top. Other yearlings less highly finished but of handier weights, sold early in the week at \$10.35. Matured wethers have been very scarce, a part load selling Monday at \$6.75 and a full load Wednesday at \$7.25 being virtually the only offerings in this class. Some mixed yearling and 2-year-old Mexican wethers reached \$8.00, a price quotable today for prime matured wethers of handy weight. Bulk of the fat 125@150-lb. ewes sold today at \$5.00@5.50 with a load of choice 114-lb. fed Westerns scoring \$6.50. Supply of light and handyweight ewes has been very small. Culps have also been scarce and cashed generally around \$3.00.

### KANSAS CITY.

(Special Letter to The National Provisioner.)  
Kansas City Stock Yards, Jan. 4.

Prices for livestock were not changed compared with Tuesday, though the general trade displayed a fair degree of ac-

tivity. The top price for hogs, \$7.40, was 5 cents higher, and killers bought the better classes of steers more readily. Lambs moved freely at steady prices. Early January usually develops a weak cattle market, but thus far this week, killers have bought larger supplies than in the last week in December.

Receipts today were 9,000 cattle, 7,000 hogs, and 3,000 sheep, compared with 7,000 cattle, 6,000 hogs, and 3,000 sheep a week ago and 6,775 cattle, 10,550 hogs, and 5,200 sheep a year ago.

Good killing steers sold readily at steady prices and as long as any were available the trade showed considerable snap. Several bunches brought \$8.00 and others \$7.00@7.75. The plainer classes though not quotably lower were slow sale. Both local killers and shippers wanted a showing of quality. A good many "warmed up" steers are coming that could be held on a longer feed to a price advantage. Cows and heifers were in moderate supply at steady prices. Some of the better grades that suited special orders were steady. Veal calves were strong, top \$9.00. Bulls were in light supply.

The hog market continued steady at the wide price range established Tuesday. Choice light weights sold up to \$7.40, and shippers and order buyers took most of the choice 160 to 210 pound hogs at \$7.10@7.35. Packers bought the heavier grades at \$6.60@7.05. Pigs sold up to \$7.40. Shipping demand is the sustaining influence in the market. Receipts continue light, though average quality remains good.

The small supply offered in the sheep division sold readily at steady prices. Best lambs brought \$11.25 and most of the ewes \$4.50. Plain half fat lambs went to feeders at \$9.00@9.75. The market is in a firm position.

### OMAHA.

(Special Letter to The National Provisioner.)  
South Omaha, Nebr., Jan. 4.

Tendency of the cattle market this week has been to react a little following last week's nearly demoralized and sharply lower close. Demand for beef last Thursday and Friday was almost nonexistent, but at the present time both shipper and local packer demand is expanding following the dull holiday period. Actual price gains are less prominent than the general improvement in the reeling of the trade. The strike situation is considered unchanged locally.

Good to choice steers of the new crop are quoted at around \$6.75@7.50, or not quite as high as at the good time last Wednesday. Fair to good sell upwards from \$6.00, and some of the plainest under that figure. Choice to prime long-fed steers are lacking locally. Best light heifers bring \$5.75@6.25, with the bulk at \$4.50@5.50, while beef and butcher cows sell at \$3.50@5.00, and canners and cutters at \$1.50@3.00. Calves are strong, to 25c higher at \$4.50@8.50, as are bulls, stags, etc., at \$3.00@4.75.

Hogs have also shown a slightly upward trend this week, but have not yet recovered all the decline noted late last week, and are generally 25@35c below a week ago. Shippers are supporting the trade well. Heavy hogs are in poor demand, but they make up a small share of the supply, bulk of the offerings being of the desired light and butcher weights.

On a run of 12,000 hogs today the market averaged 10@15c lower. Top was \$7.05, or 20c under last Wednesday, and bulk moved at \$6.50@6.85, as against \$6.90@7.10 a week ago.

Fat sheep and lambs have had an up-and-down time of it, but generally speaking prices are in much the same notches as a week ago. Shipping demand for lambs continues broad. Fat lambs are still selling at \$9.50@11.00, yearlings are bringing \$6.00@8.50, wethers \$4.50@5.25 and ewes \$3.00@4.75. Lambs lacking finish are selling freely as feeders.

# FOR PURCHASING DEPARTMENTS

## COOLING ROLLS FOR LARD AND COMPOUND

### Comparison of Direct Ammonia Expansion and Brine Cooling

By B. E. Hill, Consulting Engineer, The Mechanical Mfg. Co., Chicago, Ill.

The practice of evaporating liquid anhydrous ammonia on the inside surface of a cast cylinder for the purpose of chilling lard and other products dates back only a few years, but is fast becoming more popular every year. In this article the writer will endeavor to point out some of the advantages of the "direct expansion roll" over that of the old brine-chilled roll, which will be of general interest to the trade. The direct motor-driven machine is shown in the illustration.

There has been considerable difficulty experienced in the operation of the direct expansion roll, more especially in the maintenance of desired temperatures and the equalization of these temperatures on all parts of the surface. One part of the roll may be at a very much lower degree of temperature than another. Due to this and other operating difficulties some of the users of this system, not being able to overcome them, have converted their

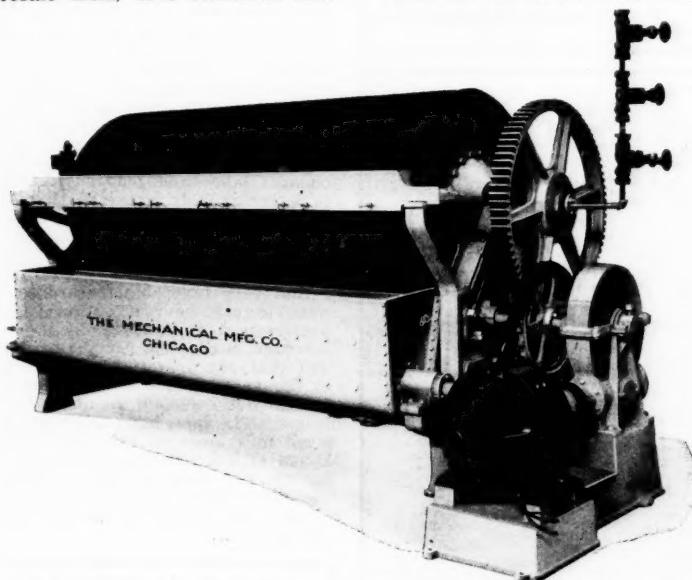
the product cannot be maintained to the same degree of perfection as when the temperature of the roll can be varied to suit the conditions of the products.

#### Safety of Rolls.

The safety feature of the direct expansion roll should be considered of greater and more vital importance than any other degree of development. The walls of these cylinders should be designed and constructed in a way to guarantee absolute safety against rupture from internal pressure. The cylinder should be subjected to a hydrostatic test sufficiently high to guarantee the safe operation against any internal pressure that can be generated from all ordinary temperatures of the room in which these machines are installed, even if the valves should all be shut off.

Pure liquid anhydrous ammonia is shipped in cylinders to all parts of the work with perfect safety, and it should be the object of all manufacturers of the direct expansion roll to build these machines with a safety factor equally as great under all conditions of operation.

There are no secrets in the design, ma-



DIRECT-EXPANSION AMMONIA LARD COOLING ROLL, WITH MOTOR ATTACHED.

direct expansion rolls back to the brine-chilled type.

#### Temperature Control.

In the chilling of lard and other products by the evaporation of liquid ammonia directly on the inside surface of the cylinder, the temperatures of the direct expansion roll can be controlled perfectly to any desired degree within the range of liquid ammonia. These temperatures can be controlled to a much greater degree of satisfaction and accuracy than is possible with brine or any other refrigerant, and will maintain an equal temperature throughout the entire cooling surface. One can change the temperature from one degree to another at will, and can accomplish these results either by hand operation or by automatic control.

If the temperature of the product varies while in the process of chilling, and the temperature of the roll remains constant, the quality, smoothness and evenness of

material used or manufacture of these machines, and therefore all manufacturers are free to build the cylinders of any suitable material, or of any desired thickness of cylinder walls. Some manufacturers confine themselves to the use of semi-steel castings with a steel content ranging from 20 to 40%, while others use a close-grained grey iron or semi-steel, with a steel content proportionate to the size, thickness of cylinder walls, duty to be performed and safety of operation.

The real point in the safe operation of a well-designed roll is this:

**Never pump the pressure down on the roll to a point where the internal temperature is around thirty to forty below zero, then stop the roll and turn on steam or hot water from a hose for the purpose of cleaning.**

The steam or hot water will expand one side of the roll and tend to bend it in the shape of a hoop, and it will not require the services of an expert to de-

cide that this cannot be done. Steam or hot water is not required or desired for this purpose.

#### Comparative Cost of Operation.

The cost of operation will vary in proportion to the temperatures required, operating condition and quality of product; the savings, however, are in all cases in favor of direct expansion.

The greatest loss where brine is used as a refrigerating medium is in the refrigerating capacity of the ice machine. Other losses, such as radiation, pumping brine, upkeep of pump, maintenance of brine supply, etc., are shown by the following comparative tests which represent one set of temperatures and conditions only, with equal conditions of both brine and direct expansion:

	Direct Expansion	Indirect Brine
1. Pure lard chilled per hr., lbs. ....	1000	1000
2. Temperature spread of lard (120°-70°). ....	50°	50°
3. Temperature brine entering roll ....	—4°	
4. Temperature brine leaving roll ....	4°	
5. Average temperature inside of roll ....	0°	0°
6. Suction of back pressure on machine, lbs. ....	15	5½
7. Refrigeration to chill 1,000 lbs. of product, tons ....	3.25	4.32
8. Refrigeration losses, tons ....	0	1.07
9. Refrigeration losses, per cent ....	0	49
10. Radiation losses, tons refrigeration. ....	0	.4
11. Gallons brine delivered to roll per 1,000 lbs. ....	0	631
Cost per 1,000 lbs. Product. ....	\$4.87	\$6.48
12. Refrigeration ....	0	.60
13. Radiation ....	0	.025
14. Pumping brine ....	0	
15. Calcium or brine losses (@ .05 cwt.) ....	0	.50
16. Power to operate roll ....	.12	.12
	\$4.99	\$7.725

In large plants where sharp freezers are necessary, and where temperatures are maintained anywhere from zero to 20° below F., the refrigeration losses are not so high, due to the installation of "boosters," in which case the lard rolls are generally connected to the low back pressure.

#### General Operation of Rolls.

There are so many advantages of direct expansion over that of the brine or calcium refrigerated lard or butter rolls, both as to operating conditions and costs, that the brine rolls are fast being discarded or converted into direct expansion.

For example, let us consider the operating conditions of the small manufacturer, where they do not operate their refrigerating plant more than eight or ten hours daily. In order to get the brine temperature in condition to start the plant operating at 7:00 a. m., it is frequently

(Continued on page 47.)

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## ICE AND REFRIGERATION

### ICE NOTES.

Plans are under way for a model cold storage plant in Jackson, Ga.

The Union Ice Co., Napa, Calif., is planning to build a fire-proof ice plant.

Construction on the Buck Ice Plant, Jordan City, Ga., has been started.

Republic Power & Service Co., Chicago, is planning an ice plant at Mexia, Texas.

The Superior Refrigerating Co., Wapakoneta, Ohio, is planning to move to Springfield, O.

The Heraldburg ice and bottling plant, Calif., has been sold to the Santa Rosa Ice Delivery Co.

The Northern Cold Storage Co., Green Bay, Wis., has been incorporated with a capital of \$25,000.

A. B. Atkinson, Sacramento, Calif., is planning to erect an ice plant to cost approximately \$75,000.

James M. Nelson & Co., Chicago, have been awarded the contract to erect the Santa Fe ice plant at Riverbank, Calif.

The Breckenridge Ice & Cold Storage Co., Dallas, Texas, has been taken over by the Republic Power & Service Co., Chicago.

The Freeport Artificial Ice & Cold Storage Co., Illinois, will install a new gen-

erator to increase its capacity to 35 tons per day.

### SWIFT ANNUAL MEETING.

(Continued from page 21.)

Directors re-elected at the meeting were: L. F. Swift, Chicago; Lewis L. Clarke, New York; Edward F. Swift, Chicago; M. E. Brainard, Hartford, Conn.; L. A. Carton, Chicago; Charles H. Swift, Chicago; G. F. Swift, Jr., Chicago; Harold H. Swift, Chicago.

Officers of the company are: L. F. Swift, president; Edward F. Swift, vice-president; Charles H. Swift, vice-president; G. F. Swift, Jr., vice-president; Harold H. Swift, vice-president; L. A. Carton, treasurer; C. A. Peacock, secretary; W. W. Sherman, assistant treasurer; J. E. Corby, assistant treasurer.

### INCOME ACCOUNT.

	Year ended Nov. 9, 1921.	Year ended Oct. 30, 1920.
Gross sales	\$800,000,000	\$1,100,000,000
Deficit after inventory loss	7,812,291	*5,170,532
Dividends paid	12,000,000	12,000,000
Final deferred for year	19,812,291	6,829,618
Previous surplus	81,552,282	88,381,900
Surplus remaining	61,739,991	81,522,282

\*Net profit.

### Balance Sheet for the Year.

The balance sheet as of November 5, 1921, is as follows:

ASSETS.	
Cash	\$12,007,487.05
Accounts receivable	121,365,892.64
Inventories	93,771,463.85
Stocks and bonds	37,696,253.46
Real estate and improvements	90,942,769.14
	\$361,843,866.74

LIABILITIES AND CAPITAL.	
Accounts payable	\$11,331,603.44
Notes payable	33,853,100.00
7% gold notes due Oct. 15, 1925	40,000,000.00
7% gold notes due Aug. 15, 1931	25,000,000.00
5% first mortgage sinking fund gold bond due July 1, 1944	28,923,500.00
Reserves	150,000,000.00
Capital stock	10,995,672.29
Surplus	61,739,991.01
Total stockholders' investment	\$211,739,991.01
	\$361,843,866.74

### CUDAHY ANNUAL REPORT.

(Continued from page 21.)

From a profit and loss point of view it is true our statement is not a very satisfactory one, yet when compared with our last annual statement it shows decided improvement in many vital respects. A year ago we were carrying inventories in excess of \$30,600,000. Now they are less than \$17,200,000. In the course of the year our indebtedness was reduced over \$18,000,000.

The decrease shown in our sales is mainly due to the lower prices at which the goods were sold. The total tonnage of livestock which we handled in 1921 was only about 7 per cent less than in 1920.

Close attention has been given to the subject of expenses, and considerable progress has been made in operating economies. With the saving thus effected and with the benefits we are now deriving from lower interest rates on our greatly reduced indebtedness, as well as from cheaper labor and reduced taxation, it is to be reasonably expected that 1922 will show a great improvement in financial results over this year.

### Last Half of Year Better.

One very favorable feature to which I wish to call your attention is that the greater part of the 1921 decline in prices occurred during the first half of the year, and that our operations for the last half of the year yielded a very fair profit, although not sufficient to offset the earlier losses. The fact, however, that the downward movement in the price of packing-house products, which had been continuing for two years or more, slowed up in 1921 (leaving the prices at 1914 levels, and in many cases lower) augurs well for the coming year.

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Dallas, Texas

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Denver, Colo.  
Memphis, Tenn.  
Philadelphia, Pa.

New Haven, Conn.  
Baltimore, Md.  
Orlando, Fla.

New Orleans, La.  
San Antonio, Texas  
El Paso, Texas

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INCORPORATED

Louisville, Ky.

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is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Booklet.

**Henry Bower Chemical Manufacturing Co.,** 29th Street and Gray's Ferry Road, PHILADELPHIA, PA.

SPECIFY BOWER BRAND ANHYDROUS AMMONIA which, subject to prior sale, may be obtained from the following:

Atlanta—M. & M. Warehouse Co., Steed Thompson Engineering Co.  
Baltimore—Werner, Moving, Hauling & Storage Co.; Frank R. Small, 619 Equitable Bldg.  
Boston—G. W. Goerner, 40 Central St.  
Buffalo—Central Supply Co.; Keystone Warehouse Co.  
Chicago—Ernst O. Heinsdorf, Chemical Bldg.  
Cleveland—Curtis Bros. Transfer Co.  
Detroit—Brennan Truck Co.

El Paso—R. E. Huthsteiner, 615 Mills Bldg.  
Jacksonville—Jacksonville Whse. & Distributing Co.  
Mexico, D. F.—Ernst O. Heinsdorf.  
New York—Roessler & Hasslacher Chemical Co., 709 Sixth Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Philadelphia—Henry Bower Chemical Manufacturing Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., 158 Tenth St.  
Providence—Edwin Knowles, 26 Custom House St.  
Richmond—Bowman Transfer & Storage Co.  
Rochester—Rochester Carting Co.  
Savannah—Savannah Brokerage Co.  
San Francisco—Maillard & Schmidell.  
Toledo—Moreton Truck & Storage Co.; G. H. Weddle & Co., 67 Walbridge Ave.  
Washington—Littlefield, Alvord & Co.

We have seen the price of hogs drop from 23 cents per pound in 1919 to 6½ cents in 1921, green hams from 35 cents to 13 cents, and lard from 35 cents to 9½ cents. Any further drop must, of necessity, be a smaller one; otherwise values would be blotted out entirely.

On a steady market, or on a market with normal price movements, your company, with its present volume of business, will operate at a profit, and on the assumption that the low point has now been reached, with the possibility of an upward swing. I believe we may look forward confidently to a marked improvement for the coming year.

The general balance sheet of October 29, 1921, was as follows:

ASSETS.	
Current and Working Assets:	
Cash	\$ 4,593,325.38
Accounts receivable	10,662,691.19
Notes receivable	1,355,416.92
Advances on purchases	1,047,332.91
Inventory—Product, merchandise and supplies	17,177,704.67
Unexpired insurance	76,182.67
Prepaid interest	208,277.94
	<b>\$34,970,841.68</b>
Investments:	
Stocks and bonds	1,356,084.30
Fixed Assets:	
Packing and other manufacturing plants, real estate, buildings, machinery, etc.	\$20,310,210.65
Sales Branches:	
Real estate, buildings and equipment	4,639,450.57
Car and refrigerator line	2,047,951.66
Farm land and improvements	147,481.15
	<b>\$27,645,074.03</b>
Less: Depreciation reserve	3,398,495.15
	<b>\$24,336,578.88</b>
Old Dutch Cleaner Adv. investment	750,000.00
	<b>25,086,578.88</b>
Bond and note discount (being amortized)	348,616.87
	<b>\$61,762,121.73</b>

LIABILITIES.	
Current and Accrued Liabilities:	
Notes payable	\$17,394,613.35
Accounts payable	1,686,564.57
Bond and note interest accrued	208,603.80
	<b>\$19,259,871.72</b>
7% Sinking Fund Five Year Gold Notes, due July 15, 1922:	
Authorized and issued	\$10,000,000.00
Less: Retired through Sinking Fund	4,500,000.00
	<b>5,500,000.00</b>
5% First Mortgage Gold Bonds, due 1946:	
Authorized	\$12,000,000.00
Issued	\$ 9,000,000.00
Less: Retired through Sinking Fund	1,350,500.00
	<b>7,649,500.00</b>
Capital Stock:	
Authorized and Outstanding—	
Pfd. 3% cumulative	\$ 2,000,000.00
Pfd. 7% cumulative	6,550,500.00
Common	17,249,500.00
	<b>\$25,800,000.00</b>
Surplus	\$5,122,313.07
Loss: Loss for year	1,500,563.06
	<b>3,552,750.01</b>
	<b>29,352,750.01</b>
	<b>\$61,762,121.73</b>

Sales for year ending Oct. 29, 1921, \$173,695,000.  
Sales for year ending Oct. 30, 1920, \$288,802,000.

Any of Your Employees can operate a YORK Refrigerating Machine

DON'T get the impression that Mechanical Refrigeration means complicated apparatus, difficult to understand and costly to operate. You need have no such fears if it's a YORK installation.

One of our customers says in testifying to the simplicity of his York plant—"It is being operated successfully by an employee who prior to the installation of this machine, had never seen one nor had any experience in operating one."

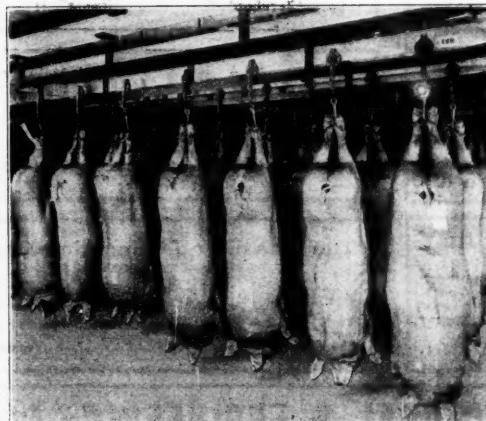
A skilled attendant is not necessary. With a few simple, easily understood instructions, one of your employees can handle it easily.

If you are trying to reduce your operating costs to a minimum, there is nothing that will be of greater assistance to you than a York Refrigerating plant.

Write us

**YORK MANUFACTURING COMPANY**  
Ice-Making and Refrigerating Machinery Exclusively  
**YORK, PENN.**

## 17 Miles of Overhead Rail



Fresh Pork in a Freezer Room

In the receiving and shipping of perishable products speed is imperative, and to facilitate the freezing, particularly of Beef and Pork there are in use at this plant some 17 Miles of Overhead Rail and 30,000 Trolley Hooks upon which the fresh Carcass Beef, Hogs, Sheep, etc., are hung and moved to and from various parts of the plant.

This is only one of the many advantages to be had at this modern Cold Storage Plant.

**United States Cold Storage Co.**  
Pershing Rd. and Hoyne Ave.  
CHICAGO JUNCTION RAILROAD DELIVERY  
CHICAGO, ILL.

January 7, 1922.

# Chicago Section

L. A. Waltke, of the William Waltke Co., St. Louis, Mo., has been in the city recently.

George A. Hormel, president of George A. Hormel & Co., Austin, Minn., has been a visitor in Chicago this week.

Fred G. Duffield, vice-president of Jacob E. Decker & Sons Co., Mason City, Ia., was in Chicago during the past week.

Packers' purchases of livestock at Chicago the first four days of this week totaled 23,699 cattle, 46279 hogs, and 25,843 sheep.

E. C. Merritt, vice-president and general manager of the Indianapolis Abattoir Co., Indianapolis, Ind., was in Chicago for a short visit this week.

Kosher beef killing is now being conducted at the Independent Packing Co. This is one of George Monarque's steps to keep pace with the demand for this class of meat products.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, December 31, 1921, for shipments sold out, ranged from 6.50 cents to 18.00 cents per pound; average 11.20 cents per pound.

Provision shipments from Chicago for the week ending Saturday, December 31, 1921, were as follows:

	Last week.	Previous week.	Last year.
Cured meats	10,655,000	13,220,000	9,958,000
Lard	6,064,000	8,138,000	5,416,000
Fresh meats	17,522,000	24,190,000	23,547,000
Pork	4,630	4,483	2,118
Canned meats	2,900	9,026	26,327

Receipts for the week: Cured meats, 986,000 lbs.; fresh meats, 5,580,000 lbs.; lard, 1,433,000 lbs.; pork, 200 bbls.

C. A. Mallory, one of the most widely-known livestock commission men in the country, and for many years head of the Mallory Livestock Commission Co., has returned to Chicago as manager of the hog department of John Clay & Co. Mr. Mal-

lory, who some time ago went to Omaha, to associate himself with one of the commission companies there, felt the pull of Chicago too strong and has come back to his old stamping ground to the great delight of all his friends in Chicago.

## CLAY AND ROBINSON SEPARATE.

On December 31, 1921, the old-time livestock commission firm of Clay, Robinson & Co. expired by limitation. There have been formed as successors two firms—that of John Clay & Company, consisting of four members of the old company, and Charles O. Robinson & Co.

The former company will conduct their livestock commission business at the same ten points as did Clay, Robinson & Co.—Chicago, Ill.; Kansas City, Mo.; Omaha, Neb.; Sioux City, Iowa; So. St. Joseph, Mo.; E. St. Louis, Ill.; So. St. Paul, Minn.; Denver, Colo.; East Buffalo, N. Y., and El Paso, Texas.

Mr. Robinson will open at Chicago and Omaha, and be represented at Kansas City by Swift & Henry Co.; Sioux City, by Steele, Siman & Co.; So. St. Joseph, by Kent Commission Co.; E. St. Louis, by Drumm, Standish & Co.; and So. St. Paul, by Haas Com. Co.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Jan. 5, 1922, are reported to The National Provisioner as follows:

Armour & Co.	9,700
Anglo-American Provision Co.	4,700
Swift & Co.	3,840
G. H. Hammond & Co.	4,400
Morris & Co.	9,330
Wilson & Co.	9,200
Boyd-Lunham & Co.	3,700
Western Pkg. & Prov. Co.	8,500
Roberts & Oake	2,600
Miler & Hart	3,300
Independent Packing Co.	3,400
Brennan Packing Co.	900
Wm. Davies Co.	2,700
Others	7,200
Total	73,470

## CHICAGO STOCKS OF PROVISIONS.

Stocks of provisions at Chicago on December 31, 1921, with comparisons, according to reports to The National Provisioner, were as follows:

	Dec. 31, 1921.	Nov. 30, 1921.	Dec. 31, 1920.
Mess pork, new, made since Oct. 1, 1921, bbls.	2,335	1,722	550
Mess pork, made Oct. 1, 1920, to Oct. 1, 1921	.....	.....	1,253
Other kinds of barrelled pork	14,205	13,818	23,256
P. S. lard made since Oct. 1, 1921, lbs.	4,507,363	2,801,709	13,347,000
P. S. lard made Oct. 1, 1920, to Oct. 1, 1921	.....	805,530	2,447,080
Other kinds of lard	4,006,551	3,219,987	7,534,519
Sh. rib middles, made since Oct. 1, 1921	372,221	81,090	3,227,275
Sh. rib middles, made prev. Oct. 1, 1921	740,530	1,425,496	90,663
Sh. et. middles, lbs.	460,368	529,179	439,326
Ex. sh. cl. middles, made since Oct. 1, 1921	394,854	272,236	550,763
Ex. sh. cl. middles, made prev. Oct. 1, 1921	214,000	303,005	.....
Ex. sh. rib middles	294,437	162,774	90,686
Dry salted sh. fat backs	2,762,712	2,440,935	3,963,363
Dry salted shoulders	135,900	142,475	1,611,581
Dry salted bellies	17,010,601	17,705,708	11,219,520
Sweet pickled hams	17,295,895	14,330,115	24,616,451
Sweet pickled skinned hams	6,837,302	10,590,428	10,254,241
Sweet pickled bellies	6,323,063	6,905,577	7,492,929
Sweet pickled Cal. or pink hams; sweet pickled Boston shdrls.	4,024,403	2,411,553	6,342,522
Sweet pickled shdrls.	87,835	185,240	254,044
Other cuts of meats	6,066,707	5,486,502	17,919,482
Total cut meats	63,020,888	62,971,893	88,073,858

## MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending December 31, 1921, with comparisons:

	Week Dec. 31	Week Dec. 24
Western dressed meats:		
Steers, carcasses	1,861	2,198
Cows, carcasses	514	518
Bulls, carcasses	103	70
Veal, carcasses	1,145	1,100
Lambs, carcasses	3,849	4,166
Mutton, carcasses	1,929	1,584
Pork, lbs.	573,803	906,374
Local slaughters:		
Cattle	1,994	2,914
Calves	937	1,404
Sheep	3,816	7,519
Hogs	14,517	16,661

## Frank D. Chase, Inc. ENGINEERS

Layout and design of economical and efficient packing and cold storage plants

645 N. Michigan Ave. CHICAGO

## LEON DASHEW Counselor At Law 15 Park Row New York

### References

- Armour & Company
- The Cudahy Packing Co.
- Austin, Nichols & Co.
- Manhattan Veal & Mutton Co.
- New York Butchers Dressed Meat Co.
- United Dressed Beef Co.

**SAVE 1/3 TO 1/2 ON VATS**

**"Ideal" Storage Vats**  
For Pickling and Curing Purposes  
Capacity 170 Gallons

**UNITED COOPERAGE CO.**  
1115 Fullerton Ave., CHICAGO, ILLS.

Fred J. Anders Chas. H. Reimers  
ARCHITECTS ENGINEERS  
314 Erie Bldg. Cleveland, O. Packing House Specialists

H. P. Henschien R. J. McLaren  
Architects  
1637 Prairie Ave. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE CONSTRUCTION.

The Stadler Engineering Co.  
ARCHITECTS AND ENGINEERS  
We Specialize in  
PACKING PLANT CONSTRUCTION  
Cold Storage and Garbage Reduction Plants  
320 Exchange Ave. CHICAGO U. S. Yards

**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—Consultation on Power and Operating Costs, Curing, etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher Efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill.  
Cable Address, Pacarco

Established 1857

# Rohe & Brother

Pork and Beef Packers and Lard Refiners

Export Office  
344 Produce Exchange

Main Office  
NEW YORK 527 West 36th Street

Curers of the Celebrated  
"REGAL" Ham, Breakfast  
Bacon and Shoulder.  
Manufacturers of the  
Famous Brand "PURITY" Lard.  
Goods for Export and Home  
Trade in any Desired Package.

PACKING HOUSES  
534 to 548 W. 33rd St. 530 to 548 W. 36th St.  
547 to 549 W. 38th St.

## NEW WILMINGTON PLANT STARTS.

The Wilmington Provision Company, Wilmington, Del., has just opened its new packing plant at Thorn street and Railroad avenue, which with equipment cost about \$300,000. The plant was a result of a need for additional space in which to carry on the increasing business of this energetic company. To mark the opening there was a special killing on December 30, 1921, of fifteen prize Hereford steers sent in by former Senator Henry A. duPont from his farm. On January 2, 1922, the first hog killings took place, when two carloads were put through the new plant and a number of sheep also.

The present plant is the result of thirty years of development under the direction of President Max Matthes. In 1891 the business was backed by only a few hundred dollars, whereas today the company has a capital of \$400,000. For some time the Wilmington Provision Company has been operating in the state of Delaware and serving a population of about 250,000. With the increased facilities it will be possible to take care of much greater volume of trade and engage in an interstate business.

The company as at present constituted was incorporated last spring and an able lot of packinghouse men associated themselves with Mr. Matthes, among them being George A. Casey, vice-president and general manager, one of the best-known men in the meat trade, especially in the selling end. The officers of the new company are: Max Matthes, president; George Casey, vice president; William T. Fritz, secretary; Mark P. Brown, treasurer; additional directors, George S. Capelle, Charles C. Kurtz, William F. Kurtz, Thomas C. Alexander and Caleb M. Sheward.

The superintendent of the plant is R. J. Harding, who has the following assistants: Milton Maddox, Oscar Matthes, Edward Clarnan, Henry Lynel, William Grotz and Frank Raeger.

## CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending Dec. 29, 1921, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture with top prices for selects, as compared to a week and a year ago:

	Sales	Top price	selects	Week	Same Week						
Week ending Dec. 29, 1920.				Dec. 29, 1920.	Dec. 22, 1920.						
Toronto (U.S. Y.)	1,998	2,540	6,021	\$11.50	\$17.00	\$10.75					
Montreal (Pt. St. Chs.)	571	475	2,127	11.75	18.50	11.25					
Montreal (E.)	157	301	1,034	11.75	18.50	11.25					
Edmonton	578	668	4,037	10.50	15.00	9.75					
Calgary	1,044	107	2,760	8.50	16.25	8.50					
Edmonton	69	104	1,361	8.75	15.75	8.75					

## DUNLEVY-FRANKLIN CO. STARTS.

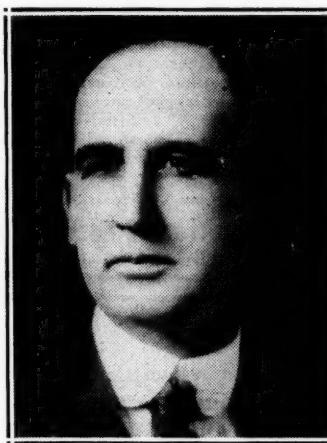
George L. Franklin, who for the past three years has been general manager of one of Pittsburgh's big industries, the Dunlevy Packing Company, has organized a new corporation, which is known as the



G. L. FRANKLIN.

Dunlevy-Franklin Company, and which has purchased the big plant and extensive business of the Dunlevy Packing Company. Mr. Franklin becomes president of this new corporation. He is one of the best-known packinghouse executives in the country and an active supporter of all progressive movements.

M. J. Hennessey, who for the past three years has been associated with the Dun-



M. J. HENNESSEY.

levy Packing Company as sales manager, has been made vice president of the new corporation, and will continue also as sales manager. Mr. Hennessey has a wide and thorough knowledge of the meat packing industry, having been engaged in it for over twenty years.

The new corporation became operative

January 1, 1922, and will continue the manufacture of the famous "White Lily" brand of hams, bacon, lard, etc.

## BOSS" FORTIFIED FOR 1922.

At the annual meeting at Cincinnati of the directors, salesmen and managers of The Cincinnati Butchers' Supply Co., held on December 28th to 31st, all, having been loyal to the firm for years, pledged their untiring efforts to bring the great merits of "Boss" machines and "Beauty" refrigerators and fixtures still more prominently before the packers and butchers in order to continue the firm's increasing business.

After dinner on Wednesday evening Vice-President John J. Dupps, Sr., acting as toastmaster, opened the program by reminding all that thorough knowledge of the business, hustling and backbone bring success—not easy-going methods and wishbone habits.

President Chas. G. Schmidt thanked all for their loyalty and good will toward the firm, by which was overcome to a great extent the handicap of rebuilding, rearranging and re-equipping the plant, which, because of the delays incurred by strikes, etc., will not be completed until about the middle of the year.

The entire affair was much enjoyed. Everyone was called upon and by their remarks each made the "Boss" feel that 1922 will be a banner year.

## LARD COOLING ROLLS.

(Continued from page 47.)

necessary to start the refrigerating machinery anywhere from 12:00 to 2:00 a.m., depending on the size of the plant, in order to get the brine in condition to start. This means high cost of power and labor. Such is not the case with direct expansion, as the latter is ready for operation at any time after the refrigerating machine is put into operation.

The temperature of brine-chilled rolls cannot be varied quickly, as it takes time to change the temperature of the brine, and the greater the volume the longer will be the time required for changing. If the product becomes too hot and the brine temperature cannot be reduced to compensate for this additional heat, it is necessary to either shut down until these conditions can be corrected, or keep running and jeopardize the condition and quality of the product.

The cost of converting the brine-chilled roll to direct ammonia expansion is practically nothing as compared to the saving made possible in many ways other than those above mentioned. But in cases where a roll has been chilled with brine for years, it should be thoroughly examined inside and out by someone familiar with the results caused by the chemical action of brine on cast iron, and then the roll cylinder should be subjected to a hydrostatic test amply high to insure absolute safety.

## CHICAGO LIVESTOCK.

## RECEIPTS.

	Cattle	Calves	Hogs	Sheep
Monday, Dec. 25....	Holiday			
Tuesday, Dec. 26....	1,543	44,021	13,756	
Wednesday, Dec. 27....	1,005	24,324	17,321	
Thursday, Dec. 28....	3,212	57,666	14,448	
Friday, Dec. 29....	7,845	1,008	57,687	10,378
Saturday, Dec. 30....	1,000	300	8,000	5,000
Total this week....	31,359	7,008	101,008	60,903
Previous week....	31,373	11,038	109,089	59,214
Year ago.....	53,092	8,887	180,710	76,355
Two years ago....	62,185	12,033	226,754	92,087

## SHIPMENTS.

	Cattle	Calves	Hogs	Sheep
Monday, Dec. 25....	Holiday			
Tuesday, Dec. 26....	2,621	151	23,966	3,880
Wednesday, Dec. 27....	72	15,888	6,861	
Thursday, Dec. 28....	426	19,036	4,915	
Friday, Dec. 29....	4,658	228	23,105	2,341
Saturday, Dec. 30....	800		12,000	3,000

	Cattle	Calves	Hogs	Sheep
Total this week....	13,603	877	94,085	20,097
Previous week....	19,965	1,140	89,384	22,221
Year ago.....	23,377	1,605	45,073	10,652
Two years ago....	26,384	1,347	48,537	23,029

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Year ago.....	23,377	1,605	45,073	10,652
Two years ago....	26,384	1,347	48,537	23,029

	Cattle	Calves	Hogs	Sheep
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# Retail Section

## SHIN BONE IN RETAIL SHOPS.

The bulletin of Ye Olde New York branch, United Master Butchers of America, New York City, contains the following interesting account of the educational debate at a recent meeting on the question of the sale or giving away of the shin bone:

"What does it cost and to what advantage or disadvantage is it disposed of?" was answered as follows: The bone cut from the retailers' meat is figured as of no value, placing the entire cost upon the meat. But where it is necessary to purchase bones, the cost is three cents per pound, and this last transaction therefore establishes the market price.

Cleaning, sawing, chopping and handling a shin bone requires at least five minutes of time, figuring labor at one cent a minute, and adding a slight charge for wrapping, delivery and overhead, the final cost is computed at five cents a pound.

Most dealers willingly give the bones with the purchase of soup meat to customers at no charge, to assist the disposal of the meat. Some few dealers sell part of their bones at a retail price of six to eight cents a pound.

Since the abolishing of free lunch in the bar-rooms the retail meat dealers have no rivals among merchants in regards to giving merchandise at no charge, referring particularly to the practice of giving away fat, suet and bones.

The debate was most interesting, and will be followed at the next meeting by one of the most confusing subjects to the public in general and newspaper men and public officials in particular: "Why is the cost of a middle cut of sliced smoked ham almost double the cost of a smoked ham?"

## RETAILERS AID PRICE INQUIRY.

The members of Ye Olde New York branch of the United Master Butchers of America are not disturbed by the report that Attorney General Daugherty has started an investigation of retail prices. The butchers "beat him to it," as they are giving all the aid they can to the inquiry through questionnaires that are being conducted by the congressional joint commission of agricultural inquiry into retailing methods.

On hearing of the action of the Attorney General, President August F. Grimm sent the following telegram to Mr. Daugherty, offering the fullest co-operation:

On information obtained from reading the newspapers relative to an investigation of retailers, on behalf of Ye Olde New York branch of the New York state association of the United Master Butchers of America, I wish to tender you the full cooperation of its members.

(Signed) A. F. GRIMM, President.

Following this up, Ye Olde New York branch, through its public relations committee, issued a statement to the effect that "it offers the facilities of the association to any local, state or national attorney to aid any investigation of profiteering charges among its members. This association is composed of retail meat dealers of Manhattan and has always fought for fair prices, and several members of the committee served on the federal food administration during the war and are fully

conversant with the retail marketing conditions as effecting the meat trade.

The association has never tolerated price fixing or regulation among its members, and while it is extremely difficult to eliminate overcharging entirely, it requests that any complaints of such a nature against a retail dealer in meats be forwarded to its office at 250 West 57th street, New York City, and prompt investigation of the facts will be made and published."

## LOCAL AND PERSONAL.

John Dobosh, Windler, Pa., is to open a new market.

The Settles market, Tacoma, Wash., has been enlarged.

A. F. Henry, Oak Hill, Pa., has moved into his new building.

Stickler & Stickler, Bluffs, Ill., have opened a meat market.

The Globe meat market, Kansas City, Mo., has moved into its new quarters.

Harvey Buzzard and Lester Hoyle, Dixon, Ill., opened a meat market Saturday.

L. C. Rainey, Yakima, Wash., has been granted a permit to build a meat market.

Harry Burch, Hudson, N. Y., has purchased the meat market on Fulton street.

Lee & Lee, Beaver Dam, Wis., disposed of their meat business to O. F. Harriman.

Walnut Creek meat market, Walnut Creek, Cal., is making extensive improvements.

Elzear and Philias St. Francois, Nashua, N. H., will open the "Twin Brothers" market.

Isadore Light, Millville, N. J., has purchased the Jacob Panz Vineland meat market.

The Santiam Packing Co. meat market, Lebanon, Ore., recently suffered some loss by robbery.

John Goos, Snohomish, Wash., purchased the interests of his partner, L. W. Sauer, in the People's market.

## Are There Too Many Meat Dealers?

**(EDITOR'S NOTE.—**In a recent editorial THE NATIONAL PROVISIONER discussed the question, "Are There Too Many Meat Dealers?" Licensing or elimination by competition were suggested as means of reducing the number, should the verdict be that there were too many. The opinion of several of the leading meat retailers of the United States was asked on this subject. Here is the first of the answers, from the president of the New York Meat Council and one of the most successful retail meat dealers in the country.)

New York, December 24, 1921.  
Editor, The National Provisioner:

This is in reply to your letter of December 19th, wherein you ask my personal comments upon the article enclosed, "Too Many Meat Dealers."

When you ask, "Are there not too great

a number of small retail meat dealers?" I would say, "No, there are not too many small retail meat dealers, but there are far too many retailers dealing in meat who do not apply intelligence or common-sense business methods."

Retail meat dealers are far behind in the matter of keeping proper records of their business. The national association, as well as its local organizations, are continually advising their members to keep better records of their daily business. Ye Olde New York branch of the New York state association, United Master Butchers of America, employs an accountant who is ever ready to assist or advise its members in opening and keeping a proper set of books.

### Venturing in Business.

I admire the man who will venture in business if he understands the proper handling of meats and can apply common sense business ideas, even though his capital be small. Many of the present-day big ones started their business career in a small way and with limited capital, too. But the man without knowledge of all the details of the retail meat business had best refrain from starting in that business.

The wise ones of today are keeping accurate accounts of their daily business and particularly of their costs of doing business. This enables them to find the true retail selling prices, which is essential in any business.

The licensing of retail meat dealers I don't like. I have usually heard it spoken of as a means of keeping the "fly-by-night" men out. The latter have to live, and the men who understand their business need not fear them. However, when you license a retailer you deprive him of his court rights. He is then answerable to a commissioner.

Very truly yours,

A. F. GRIMM.



A. F. GRIMM,  
Chairman New York Meat Council.

John Feilbach opened a meat market at LeRoy, Wis.

R. W. Hays has opened a meat market at Wichita, Kans.

Lawson Bros. will open a meat market at Eagle Grove, Ia.

Jos. Nemera will open a meat market at Crown Point, Ind.

J. E. Werle has opened a meat market at Wisconsin Rapids, Wis.

H. A. Kaford has sold out to Roscoe Robinson at Meserve, Ia.

Herman Toebe has discontinued his meat market at Keweenaw, Wis.

Andrew Thill has opened the new Stilgeboer Market at Oceanside, Cal.

Mr. Martin of Chadron has opened a new meat market at Rushville, Nebr.

Wauwatosa, Wis., now has a meat market opened recently by Wm. Graue.

Mrs. Pearl Roberts, Gillette, Wyo., has taken over the Gillette meat market.

Joe Thomas has purchased an interest in the Beaston market, Marion, Kans.

C. Carlson, Gering, Nebr., has purchased the South meat market from Col. Raser.

Clark & Rahn, Owasso, Mich., have engaged in the meat and grocery business.

George Nelson, Ladysmith, Wis., has engaged in the meat and grocery business.

Paul Luther and Walter Wolfe, Schuyler, Nebr., have opened the Central market.

A modern meat market will soon be opened in N. Adams, Mass., by A. Horowitz.

Will Orth, Plymouth, Nebr., has succeeded to the meat business of Orth & Graf.

Wm. Miner, recently of Pittsford, has engaged in the meat business at Hillsdale, Mich.

W. T. Young, Jr., Kimball, Nebr., has purchased the City meat market from Mr. Mason.

J. J. Ruddy and Harry Tully, Auburn, Nebr., have purchased the City meat market.

Henry Steskop, Hoisington, Kans., has purchased the meat market of Jasper Dahonton.

Albert Owen, Oskaloosa, Kans., has purchased the meat and grocery business of his father.

H. M. Dickinson, meat and grocery dealer, Jackson, Mich., is erecting a business building.

The K. P. Grocery & Meat Co., Omaha, Nebr., has been purchased by J. H. Ross and Sol Ross.

W. J. McKinney, Norman, Okla., has opened a meat market in connection with his grocery stock.

The new dwelling and meat market for Geo. L. Williams at Statington, Pa., will soon be complete.

Koert T. Dubois will soon move and be ready for business at his new meat market in East San Diego, Calif.

The Davis Provision Co. has opened a place at the corner of St. Francis and Joachim streets, Mobile, Ala.

F. R. Waterhouse, Kendallville, Ind., has purchased the Drake meat market which he will remodel before opening.

Charles and George Hartman, Jr., have purchased the meat market at Rock Island, Ill., from Robert R. McDowell.

The Sterling grocery and market, located at 1820 St. Mary's avenue, Omaha, Nebr., will move to 1951 St. Mary's avenue.

Maitland Gardner has engaged in the meat business at Long Branch, N. J., making deliveries from his shop at the rear of his home.

A change of management of the White House grocery and meat market, Alhambra, Calif., has taken place. C. E. Flores manages the meat department.

George Hamburg and Luke Vredeveld, Grand Rapids, Mich., have purchased the Marcell market and have changed its name to the Consumers market.

F. A. Fletcher, Jackson, Mich., the wholesale meat dealer, has purchased the meat and grocery business of J. W. Gleason and will continue the business at 203 North Jackson street.

**HANDBEATEN FROM DOUBLE SHEAR STEEL**

**John Wilson's Butcher Knives and Steels**

**1750 Standard of the World 1921**

**THE BEST THEN THE BEST TODAY**

**I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.**

**Sole American Agents**

**H. BOKER & CO., Inc., NEW YORK, N. Y.**

#### CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

A fairly active demand for fresh meat was noticeable with the week's opening market on Tuesday, Monday being a holiday. Supplies were not heavy, but adequate to meet the demand, and with the exception of beef, which held steady, and some cuts of pork, which showed declines, prices showed slight advances over a week ago. Lower temperatures, especially after midweek, stimulated the demand to some degree.

Common and medium steers, selling at \$11 and \$14, claimed the major part of the offering, while real good bullocks moved at \$15 to \$17, and the few choice steers available brought \$18. A good many well finished heifers were among the steer lots. The stock supply, exclusive of light heifers, consisted largely of common, rough cows, many barely decent cutters. A few well finished heavy aged cows were good sellers when broken up. Light, fairly well covered heifers found favor with the butcher trade.

Practically no change in prices from a week ago on steers or cows is noticeable. The advance in live bologna bull prices has effected dressed prices in proportion, and advances of fully 50c were recorded for the week. Supply was light and demand fair. With a normal demand for kosher beef, prices show no material change from a week ago.

Although the demand for veal was somewhat slow, supplies were generally light. The general quality was not good

and choice calves were scarce. Prices on anything desirable for butcher trade advanced from \$1 to \$2, while common grades held about steady.

With moderate to light supplies and fairly good demand, prices on lamb advanced from \$1 to \$3. Saturday, January 7, being the Greeks' "Little Christmas," when the demand for common light lambs is heavy, naturally this grade claimed the greater part of the advances, with other grades showing proportionate gains.

The moderate supplies of mutton included a fair percentage of desirable handyweight sheep suitable for the butcher trade. Prices held steady with a week ago.

Under a fairly good demand, the moderate supplies of fresh pork moved well at prices showing little change from a week ago. Lower temperatures after midweek encouraged the consumption of pork, strengthening the demand materially toward the week's close.

Compared with last Friday, steers and cows unchanged; bulls 50c higher; veal \$1 to \$2 higher; lambs \$1 to \$3 higher; mutton steady; pork loins steady to \$1 up, shoulders \$1.50 lower, picnics steady to 50c lower; Boston butts steady to 50c lower and spareribs \$1.50 lower. There will be a light carryover of beef, with a good clearance of other meats.

#### BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of Dec. 24 to Dec. 30, 1921:

	December				
	24.	*26.	27.	28.	29.
Chicago	... 42½	... 42½	41	40	— 2½
New York	42	... 41	41½	41	40½ — ½
Boston	... 43	... 42	42	42	42 ...
Phila.	... 43½	... 42	42	42	41½ — ½

\*Holiday.

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	37	37½	37	37	37	— ½
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#### Receipts of butter by cities, tubs:

This week.	Last week.	Last year.	Since Jan. 1.
Chicago	19,250	25,500	18,804 2,563,652 2,351,056
New York	27,980	36,029	24,436 2,824,254 2,188,623
Boston	7,436	6,157	4,839 991,836 971,744
Phila.	8,390	8,712	6,908 780,174 647,634

Total ..... 63,056 77,058 54,987 7,159,020 6,159,057

#### Cold storage movement, lbs.:

	Int.	Out of	On hand	Cor. day of
	storage	storage	Dec. 30	week 1920.
Chicago	26,692	13,213	15,731 155	13,731 722
New York	29,091	12,969	9,734,893 12,483,255	
Boston	11,815	154,034	7,161,781 8,002,563	
Phila.	2,280	23,870	1,385,330 3,014,210	

Total ..... 69,792 474,066 34,164,120 38,137,750

#### Want to Sell Your Shop?

Are you located in a large town or small city? If you are, there is a customer waiting for you on the "Wanted" Page of The National Provisioner. Look him up! Turn to page 65.

# New York Section

H. B. Collins, produce department, Swift & Company, Chicago, was in New York this week.

F. S. Doane, beef cutting department and B. T. Bryan, Swift & Company, Boston, were in New York for a few days.

T. P. Gibbons, in charge of the glue department of Cudahy Packing Company, Chicago, was in town for a few days recently.

W. F. Schluderberg, of the Wm. Schluderberg-T. J. Kурдле Company, Baltimore, Md., was in New York on a business trip this week.

The engagement has been announced of Miss Laura Kirschbaum, daughter of Herman Kirschbaum, the second vice-president of Ye Olde New York Branch, United Master Butchers of America, and first vice-president of the New York State Association, to Mr. Ralph S. Preger.

Albert Rosen, president of the Brooklyn Branch, United Master Butchers, and Mrs. Rosen have announced the engagement of their popular daughter, Lillian, to Mr. Joseph Cohn, of the Kansas Beef & Provision Co., 475 Ninth Avenue, New York. Miss Rosen will receive at the Hotel Boscott on January 15th from three to six o'clock.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Jan. 5, 1922, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
Choice	\$17.00@18.00	\$.....@....	\$.....@....	\$.....@....
Good	15.00@17.00	12.50@13.00	14.00@15.00	13.00@14.00
Medium	13.00@14.00	12.00@12.50	12.00@13.00	12.00@13.00
Common	9.00@12.00	11.00@11.50	10.00@11.00	10.00@12.00
COWS:				
Good	11.00@12.00	9.50@....	11.00@12.00	....@....
Medium	10.00@11.00	8.50@9.00	10.00@11.00	9.00@10.00
Common	8.00@9.00	8.00@8.50	8.50@9.00	8.00@9.00
BULLS:				
Good	....@....	....@....	....@....	....@....
Medium	....@....	8.00@9.00	....@....	....@....
Common	7.75@8.00	7.50@8.00	7.00@10.00	....@....
Fresh Veal—				
Choice	16.00@17.00	....@....	....@....	....@....
Good	14.00@15.00	....@....	17.00@18.00	17.00@18.00
Medium	12.00@13.00	14.00@15.00	16.00@17.00	14.00@16.00
Common	9.00@11.00	12.00@13.00	14.00@15.00	12.00@14.00
Fresh Lamb and Mutton—				
LAMBS:				
Choice	24.00@25.00	25.00@26.00	25.00@27.00	26.00@27.00
Good	22.00@23.00	24.00@25.00	23.00@24.00	24.00@26.00
Medium	19.00@21.00	23.00@24.00	22.00@23.00	22.00@24.00
Common	17.00@18.00	22.00@23.00	20.00@22.00	20.00@21.00
YEARLINGS:				
Good	....@....	....@....	....@....	....@....
Medium	....@....	....@....	....@....	....@....
Common	....@....	....@....	....@....	....@....
MUTTON:				
Good	11.00@12.00	12.00@13.00	14.00@15.00	13.00@14.00
Medium	10.00@11.00	8.00@10.00	12.00@13.00	12.00@13.00
Common	7.00@9.00	....@....	9.00@11.00	7.00@10.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	17.00@18.00	16.00@16.50	16.00@17.00	17.00@18.00
10-12 lb. average	15.00@17.00	15.50@16.00	15.00@16.00	16.00@17.00
12-14 lb. average	14.00@16.00	15.50@16.00	14.00@15.00	15.00@16.00
14-16 lb. average	13.00@14.00	14.50@15.00	13.00@14.00	14.00@15.00
16 lb. over	12.00@13.00	13.00@14.00	13.00@14.00	....@....
SHOULDERS:				
Plain	....@....	....@....	....@....	....@....
Skinned	12.00@13.00	....@....	12.00@14.00	12.00@14.00
PICNICS:				
4-6 lb. average	10.50@11.00	11.50@12.00	....@....	12.00@13.00
6-8 lb. average	10.00@10.50	11.00@11.50	10.00@12.00	11.00@12.00
BUTTS:				
Boneless	....@....	....@....	....@....	....@....
Boston style	14.00@15.00	....@....	14.00@15.00	14.00@16.00

\*Veal prices include "hide on" at Chicago and New York.

T. E. Wilson, president, A. E. Petersen, vice-president, S. C. Fraze, general superintendent, and C. S. Briggs, produce department, Wilson & Company, Chicago, were visitors to the city this week.

John J. Doheny has been appointed local representative of the United States Department of Agriculture, Bureau of Markets and Crop Estimates, to succeed H. D. Knopf. Mr. Doheny was formerly a member of the firm of Stapleton & Doheny, retail meat dealers, and was also meat inspector of New York City Health Department, meat inspector of the U. S. Bureau of Animal Industry, and senior market inspector of the New York State Food Commission.

The number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Saturday, December 31, 1921, are reported by the New York City Health Department as follows: Meat, Manhattan, 4,188 lbs.; Brooklyn, 100 lbs.; Bronx, 10 lbs.; Queens, 13 lbs.; Richmond, 136 lbs.; total, 4,447 lbs. Poultry and game—Manhattan, 363 lbs.; Bronx, 7 lbs.; total, 370 lbs. Fish, Manhattan, 30 lbs.; Brooklyn, 6,035 lbs.; Bronx, 400 lbs.; total, 6,465 lbs.

## EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

Fresh meat trade at Eastern markets showed slight improvement during the present week. This improvement was re-

flected in a fairly constant demand and resulted in fairly steady prices on beef and pork, and a slightly higher market on lamb, mutton and veal, compared with last week's close.

With the passing of the holiday season, beef trade generally showed some improvement during the present week. The comparatively light receipts during the four market days were supplemented by a fairly liberal hold-over from the previous week's business, which made an ample supply. Some improvement was shown in the general quality of steer offerings, although there were practically none of the choice grades on sale. Wholesalers held for steady to higher prices, although toward the close the market had an easier tone.

Compared with a week ago, Boston was steady to 50c lower; New York steady to \$1 lower on steers and unchanged on cows, while Philadelphia gained \$1 on both steers and cows. Under light receipts, and a slow demand, market for bulls was unchanged for the week. Kosher trade was generally quiet, at prices practically unchanged from a week ago.

With fairly moderate offerings, and a fairly steady demand, veal prices ruled strong to higher at all markets. Compared with last week's close, Philadelphia and New York registered gains of \$2, while Boston was unchanged for the week.

Under light receipts and a good demand the lamb market ruled strong to higher at all markets. Compared with one week ago, Boston and Philadelphia were \$2 to \$3 higher with New York steady to strong.

Light and medium weight mutton were in good demand with heavy weights hard to move. Supplies were light generally and the market steady to firm at all points. Compared with a week ago, New York was unevenly \$2 to \$4 higher, with the better grades showing the most advance. Philadelphia is \$1 to \$2 higher, and Boston unchanged.

Receipts of fresh pork were light to moderate. Although the market opened unusually higher on Tuesday, demand was barely sufficient to maintain this advance, and early gains were lost. Compared with last Friday, Boston closed steady, New York steady to \$1 higher, and Philadelphia \$2 to \$3 higher on loins. Other grades were generally steady to \$1 higher.

Boston closing steady on beef and mutton, with veal weak; while pork and lamb are stronger. There will be a very small carry-over on all classes, New York closing in a more healthy condition than in the past two weeks, with a light carry-over. Beef is closing weak, veal and pork barely steady, lamb and mutton firm. Philadelphia closing steady on beef, veal, lamb and mutton, with pork weak. There will be a light carry-over of beef and pork.

## NOV. RECEIPTS AT 67 MARKETS.

Receipts of cattle and calves for 67 markets during November, 1921, according to official reports, show a decrease of 20 per cent from the total of November, 1920, which was 2,427,509 head. The local slaughter likewise is about 22.6 per cent less than for the same month in 1920.

Hog receipts show a decrease but much less than cattle and calves as it was only 4.8 per cent below the total of 3,821,713 for November, 1920. Local slaughter was about the same as for the corresponding month of 1920 or 2,370,439 head for November, 1921.

Sheep receipts during November, 1921, were some 16.3 per cent smaller than the receipts for November, 1920, but the local slaughter was only 2.1 per cent less.

**For Sausage Makers**

**BELL'S**

Patent Parchment Lined

**SAUSAGE  
BAGS**

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**SAUSAGE  
SEASONINGS**

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CONSULTING ENGINEER  
PACKING PLANTS—REFRIGERATION  
PLANS AND SUPERVISION**

**29 BROADWAY NEW YORK**

# BAKER SYSTEM

The Baker System of Mechanical Refrigeration protects your perishable food products—eliminates present losses through tainted meats, trimmings and spoilage. You can cut out the big ice bills, too.

There's a Baker System to meet every requirement—from 1 to 50 tons daily refrigerating capacity. You'll be surprised to learn how economically you can have better refrigeration. The saving in present losses will soon pay for the Baker System.

Write us about your requirements—Baker engineers are at your service without obligation.

*Ask for Bulletin 42-D—It's free.*

**Baker Ice Machine Co., Inc.  
Omaha, Neb.**

Branch Offices in Thirteen Cities



## Ye Olde New York Master Butchers' Ball

A great many members and friends of Ye Olde New York Branch, United Master Butchers of America, gathered in the grand ballroom of the Pennsylvania Hotel on Wednesday evening, January 4th, to enjoy the festivities on the occasion of the twenty-seventh annual entertainment and dance. There were many hundreds present and the affair was a brilliant success.

The ballroom had been transformed into a theater with stage, orchestra and all the necessary settings. A very high class performance from the Keith circuit with personal supervision was given. The entertainment was concluded when all stood to sing "The Star Spangled Banner." After this the ballroom was cleared and dancing to the music of the Hotel Pennsylvania orchestra was enjoyed by the older as well as the younger members.

The genial veteran Secretary, Wm. H. Hornidge, was very much missed, his health not having sufficiently recovered to permit of his attendance.

Among those present there were noticed in the box with President and Mrs. A. F. Grimm, Mrs. Charlotte J. Causey, Mr. and Mrs. H. T. Hoffman, Miss May and Master Harry Hoffman, Mr. and Mrs. Frank P. Burck and Mr. Arthur Burck of Brooklyn, Mr. and Mrs. H. H. Chipp, Mr. and Mrs. Chas. Tietman, Mr. and Mrs. Herman Hamburger, Miss Elsie and Master Harold Hamburger.

With Mr. and Mrs. George Kramer were Mr. Charles Kramer, Mr. and Mrs. William Kramer, Miss Myers, Mrs. Goldstein, Mr. and Mrs. Chas. Loeb, Mr. and Mrs. B. Wolk, Mr. and Mrs. Max Loeb, Mr. and Mrs. I. Frank, Miss Etta Abrams and Mr. Arthur Jacobs.

With Mr. and Mrs. Moe Loeb were Mr. Milton Rosenberg, Mr. and Mrs. Sam Rosenberg and Mr. Leon Loeb.

With Mr. and Mrs. George H. Shaffer were Mr. Chris Schuck, of the Bronx Branch, and Mrs. Hafele.

With Mr. and Mrs. Max Lyon were Mr. and Mrs. Herman Block, Mr. and Mrs. Robert Platt, Mr. and Mrs. Herman Lass, Mr. and Mrs. F. Blumers, Mr. Milton Op-

penheimer, Messrs. Joseph and Sidney Lyon.

With Mr. and Mrs. Joseph Heim were Mr. and Mrs. Harold Heim, Mr. and Mrs. Geo. Eisenbach, Mr. and Mrs. Emil Weinheim, Mr. and Mrs. Jacob Heim, Mr. Walter Mayer, Mr. Jerome Heim, Mr. and Mrs. Isidore Bloch and son, Mr. and Mrs. Louis Strauss, Miss Bobbie, Mr. and Mrs. Jacob Meyers, Mr. and Mrs. Jessie Simon, Mr. and Mrs. Samuel Brown and Mr. and Mrs. Frank.

With Mr. and Mrs. E. Collin were Mr. and Mrs. Weiss, Leo and Arthur Weiss, Mr. and Mrs. Sidney Michaels and sister.

With Mr. and Mrs. Herman Kirschbaum were Miss Laura Kirschbaum, Mr. Ralph S. Preger, Mr. and Mrs. Max Kirschbaum, Mr. and Mrs. Alfons Kirschbaum, Mr. and Mrs. Edward Strauss, Mrs. Jake Bloch, Mr. and Mrs. Daniel Hecht, Mr. Jerome Hecht and Mr. Will Kohn.

In the box reserved for the New York Meat Council were Mr. Albert Rohe of Rohe & Bro., Mr. Walter Blumenthal of the United Dressed Beef Company, Mr. Pendleton Dudley, secretary of the council, Mr. G. A. Handley of the Cudahy Packing Co. and Mr. Bagley of Swift & Company.

With Mr. and Mrs. Arthur Ochs were Mr. and Mrs. S. H. Sonn, Mr. and Mrs. G. Jacobson, Mr. L. Sonn, Miss Virginia Schulhoff, Miss Agnes Wolters and Mrs. Chas. Richards.

Among others were the newly-appointed local representative of the U. S. Bureau of Markets and Crop Estimates, Mr. John J. Doheny with Mrs. Doheny and Miss Laundry of Boston; President and Mrs. Albert Rosen of the Brooklyn Branch, with Mrs. and Miss Rosen, and Counsellor and Mrs. Emanuel Cellor of Brooklyn; Mr. and Mrs. Chas. Hemelt and Mr. Henry Hemelt of the Washington Heights Branch; Mr. Louis Goldschmidt and daughter, Mrs. M. Shoenthal, Mr. Isidor S. Schweitzer of the Nathan Schweitzer Co., Mr. Charles Steinfels and Mr. Frank Kille.

The officers of the Branch are: August F. Grimm, president; George Kramer, first vice-president; Herman Kirschbaum, second vice-president; Moe Heins, treasurer; Nathan Rosenau, financial secretary; Wm. H. Hornidge, secretary; Frank Rupile, warden. Trustees: Jacob Schmidt, chairman; George Thomson, Louis Goldschmidt, Harold Heim, Moe Loeb, Wm. C. Hanauer.

## NEW LIVESTOCK MARKETING BOARD.

The first meeting of the board of directors of the National Livestock Producers' Association was held at Chicago on Dec. 28. John G. Brown, of Indiana, presided as temporary chairman, and Harry G. Beale, of Ohio, was appointed temporary secretary. The board, appointed by the Executive Committee of the American Farm Bureau Federation, to carry out its plan of stabilizing livestock marketing, welcomed to its membership the first representative from a new terminal co-operative commission association—J. R. Fulkerston, Jerseyville, Ill., who was sent by the Producers' Livestock Commission Association, National Stock Yards, Ill., as its accredited representative on the board of directors of the National Live Stock Producers' Association.

The Board members present at the initial meeting were John G. Brown of Indiana, Harry G. Beale of Ohio, E. H. Cunningham of Iowa, C. A. Ewing of Illinois, J. E. Boog-Scott of Texas, O. O. Wolf of Kansas, and C. E. Collins of Colorado. Hugh Sproat of Idaho was unable to be present at the first session.

Howard M. Gore of West Virginia, was detained in Washington. It is reported that he has accepted appointment as assistant to Secretary of Agriculture Henry C. Wallace, in charge of the administration of the Packer and Stockyards Control Act.

From all sections of the country the National Livestock Producers' Association has letters and assurances of support, for the co-operative livestock selling plan of the Farmers' Livestock Marketing Committee of 15. They declare that the plan is what the livestock farmers have been waiting for, and that it will in a large measure solve their livestock selling problems.

## DRESSING MEAT ON THE FARM.

Dressing and cutting mutton and beef on the farm is explained in two new circulars, Nos. 71 and 72, just issued by the Iowa Agricultural Experiment Station. Details are gone into thoroughly and the processes are illustrated.

These articles are written by Prof. M. D. Hesler, in charge of meat production work at Iowa State Agricultural College and Experiment Station, who is an authority on dressing and cutting meats. He is continuing in these bulletins the work of a previous circular, No. 61, dealing with killing and cutting pork on the farm.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium to choice.....	7.00@9.00
Cows, common to choice.....	1.30@4.50
Bulls, common to choice.....	3.50@5.10
Heifers, mixed .....	②

## LIVE CALVES.

Calves, veals, prime, per 100 lbs.....	@15.00
Calves, veals, common to medium.....	8.00@13.50
Calves, veals, culs, per 100 lbs.....	5.50@7.50

## LIVE SHEEP AND LAMBS.

Spring lambs, 100 lbs. prime.....	12.50@12.75
Sheep, ewes, 100 lbs.....	5.25@5.50
Sheep, common to good, per 100 lbs.....	3.00@5.00
Sheep, culs, per 100 lbs.....	2.00@2.75

## LIVE HOGS.

Hogs, heavy .....	@@ 8½
Hogs, medium .....	@@ 9
Hogs, 140 lbs.....	@@ 9
Pigs, under 70 lbs.....	@@ 9½
Roughs .....	@@ 6

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy.....	17 @18
Choice, native, light.....	18 @19
Native, common to fair.....	13 @16

### WESTERN DRESSED BEEF.

Native steers, 800@1,000 lbs.....	14 @15
Native steers, 600@800 lbs.....	15 @16
Native choice yearlings, 400@500 lbs.....	16 @18
Western steers, 600@800 lbs.....	13 @14
Western steers, 400@600 lbs.....	12 @13
Texas steers, 400@600 lbs.....	10 @11
Good to choice heifers.....	15 @16
Common to fair heifers.....	12 @13
Choice cows .....	11 @12
Common to fair cows.....	8 @10
Fresh bologna bulls .....	8 @8½

## BEEF CUTS.

	Western.	City
No. 1 ribs.....	@@20	22 @25
No. 2 ribs.....	@@15	20 @22
No. 3 ribs.....	@@11	18 @20
No. 1 loins.....	@@21	30 @32
No. 2 loins.....	@@15	26 @28
No. 3 loins.....	@@11	22 @24
No. 1 hinds and ribs.....	18 @23	20 @23
No. 2 hinds and ribs.....	14 @17	16 @19
No. 3 hinds and ribs.....	12½@14	13 @15½
No. 1 rounds.....	@@12	13 @14
No. 2 rounds.....	@@10	12 @12
No. 3 rounds.....	@@ 8	11 @11
No. 1 chuck.....	@@12	12 @13
No. 2 chuck.....	@@10	11 @11
No. 3 chuck.....	@@ 7	9 @10
Bolognas .....	8½@10	9 @10

## DRESSED CALVES.

Veal, city dressed, good to prime, per lb.....	@@30
Veal, country dressed, per lb.....	@@22
Western calves, choice .....	10 @21
Western calves, fair to good.....	17 @19
Grassers and buttermilks .....	13 @16

## DRESSED HOGS.

Hogs, heavy .....	@@13
Hogs, 180 lbs.....	@@13½
Hogs, 160 lbs.....	@@13½
Hogs, 140 lbs.....	@@14
Pigs, 80 down.....	@@14½

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring .....	27 @29
Lambs, poor to good .....	21 @26
Sheep, choice .....	14 @16
Sheep, medium to good .....	13 @15
Sheep, culs .....	9 @18

## PROVISIONS

### Jelling Trade.

Smoked hams, 10 lbs. avg.....	21 @22
Smoked hams, 12@14 avg.....	20 @21
Smoked picnics, light.....	16 @17
Smoked picnics, heavy.....	15 @16
Smoked shoulders .....	16 @17
Smoked beef tongue, per lb.....	36 @37
Smoked bacon (rib in).....	20 @21
Dried beef sets .....	42 @43
Pickled bellies, heavy.....	14 @15

## FRESH PORK CUTS.

Fresh pork loins, Western.....	18 @19
Frozen pork loins .....	15 @17
Fresh pork tenderloins.....	50 @55
Frozen pork tenderloins.....	40 @45
Shoulders, city .....	@@ 1
Shoulders, Western .....	13 @14
Butts, boneless, Western.....	16 @17
Butts, regular, fresh city.....	@@ 1
Butts, boneless, Western.....	16 @17
Fresh hams, city.....	@@ 1
Fresh picnic hams, Western.....	12 @13
Extra lean pork trimmings.....	12 @14

## GREEN CALFSKINS.

5-9 9½-12½ lbs.	14-18 lbs.	18 lbs.
Ibs. lbs.	Ibs. lbs.	Ibs. up.
Prime No. 1 veals..21	2.10	2.55
Prime No. 2 veals..19	1.90	2.30
Buttermilk No. 1..18	1.80	2.35
Buttermilk No. 2..16	1.60	2.05
Branded grubby ..14	1.30	1.50
No. 3 ..	—	At value

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.
Western, 60 lbs. and over to dozen, lb. 29 @32
Western, 48 to 59 lbs. to dozen, lb. ...28 @31
Western, 43 to 47 lbs. to dozen, lb. ...27 @30
Western, 38 to 42 lbs. to dozen, lb. ...27 @29
Western, 30 to 35 lbs. to dozen, lb. ...27 @28
Western, 25 to 30 lbs. to dozen, lb. ...28 @31

Fowls—Fresh—dry packed, corn fed—12 to box.
Western, dry picked, 5 lbs. and over, lb. 26 @29
Western, dry picked, 4½ lbs. each, lb. 25 @28
Western, dry picked, 3½ lbs. each, lb. ...23 @25
Western, dry picked, 3 lbs. and under, lb. 22 @23

Old Cocks—Fresh—dry packed—boxes or bbls.
Western, dry picked, boxes.....19 @20
Western, scalded, barrels.....17 @18

### Geese—

Western, fatted, fancy, per lb.....24 @26
Squabs—
Prime, white, 10 lbs. to doz., doz.....10.00@10.50

Prime, white, 9 lbs. to doz., doz.....9.00@9.50
Prime, white, 8 lbs. to doz., doz.....8.00@8.50
Prime, white, 7 lbs. to doz., doz.....7.00@7.50
Prime, white, 6 to 6½ lbs. to doz., doz. 6.00@7.00
Culls, per dozen .....

## LIVE POULTRY.

Fowls, heavy, via exp., colored.....24 @28
Chickens, via express.....28 @30
Old roosters .....
Turkeys, via express.....45 @45
Ducks, via express.....35 @35
Geese, via express.....23 @26
Pigeons, per pair .....
Guineas, per pair.....40 @60

## BUTTER.

Creamery (92 score).....40 @41
Creamery (higher scoring lots).....38 @39½
Creamery, firsts .....
Creamery, seconds .....
Creamery, lower grades.....30 @32

## EGGS.

Fresh gathered, extras, per doz.....46 @47
Fresh gathered, extra firsts.....43 @45
Fresh gathered, firsts .....
Fresh gathered, seconds .....
Fresh gathered, checks, fair to choice, dry.....31 @33
Fresh gathered, dirties, No. 1.....34 @36

## FERTILIZER MARKETS.

<b>BASIS NEW YORK DELIVERY.</b>		
Bone meal, steamed, 3 and 50, per ton.....30.00@32.50		
Bone meal, raw, per ton.....32.50@35.00		
Dried blood, high grade.....@ 3.75		
Nitrate of soda—spot.....@ 2.25		
Bone black, discard, sugar house del., New York, per ton del'd N. Y.....nom. 16.00@20.00		
Ground tankage, N. Y., 9 to 12 per cent ammonia .....		
ammonia .....		
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore .....		
ammonia and about 10 per cent B. Phos. lime .....		
lime .....		
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c per unit available phos. acid).....2.00@ 2.25		
Sulphate ammonia, for shipment, per 100 lbs., guar, 25 per cent in bags.....2.35@ 2.40		
Muriate of potash, 80-85%, per unit K <sub>2</sub> O.....@ .75		
Sulphate of potash, 90-95%, per unit K <sub>2</sub> O.....@ 1.00		

## CURING MATERIALS.

Bbls.	bags.
Refined saltpetre, granulated.....7%	7%
Refined saltpetre, small crystals.....8%	8%
Refined nitrate soda, C. L., gran.....4½	4½
Refined nitrate soda, L. C. L., gran.....4½	4½
Refined nitrate soda, C. L., crystal.....5	4%
Refined nitrate soda, L. C. L., crystal.....5½	5%
Double refined nitrate of soda and saltpetre in kegs, 100 to 150 lbs. net, 1c over above prices.	

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